

October 6, 1986

# Chemical Marketing Reporter

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# Chemical Marketing Reporter

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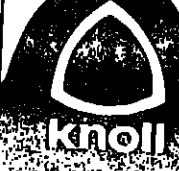
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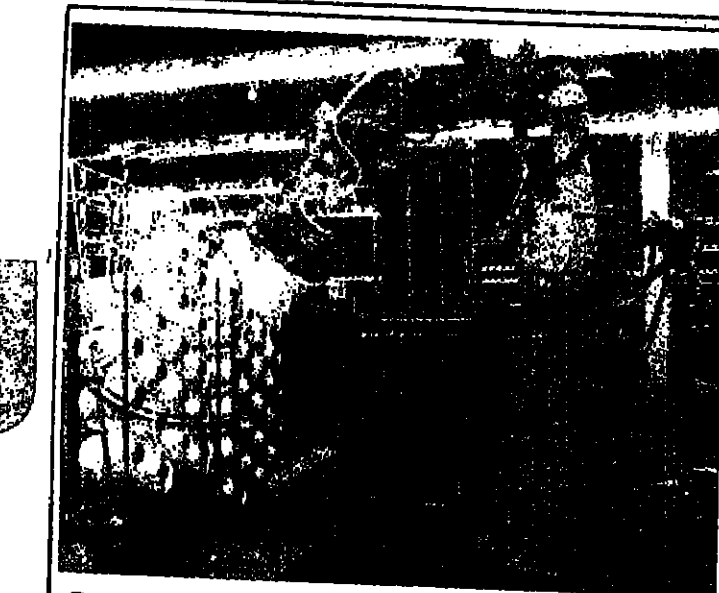
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## Dinoseb Halted For All Uses

The Federal government last week ordered an immediate emergency suspension of all uses of the pesticide dinoseb because of the risks posed by exposure from field application.

"Exposure to dinoseb during or shortly after field application poses a very serious risk of birth defects to the unborn children of pregnant women, particularly if exposed during the early stages of pregnancy," said Environmental Protection Agency Administrator Lee M. Thomas in announcing the ban.

He said dinoseb exposure from field application may also pose a risk of sterility for male workers. Dietary exposure, however, does not appear to present a significant risk to the public, Mr. Thomas added.

He said the dangerous routes of exposure are inhalation and skin absorption by people who apply the pesti-

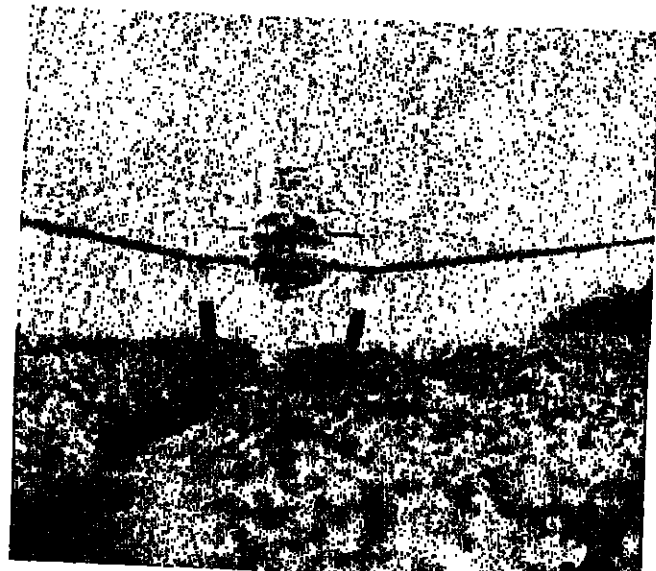
cide, which is the active ingredient in about 180 products manufactured by 80 agricultural chemical companies. Major suppliers include Uniroyal Chemical Corporation, Hoechst AG, S.H. Marks Company Ltd., and Combimetal Chimic Fararar.

The emergency suspension is the strongest pesticide control action authorized by the Federal Insecticide, Fungicide & Rodenticide Act, and is only the third time EPA has taken a product off the market on an emergency basis.

EPA previously invoked its emergency powers to

Continued on Page 19

PESTICIDE DELIVERY: Between 7 million and 11 million pounds a year of dinoseb's active ingredient are sprayed as liquid from airplanes, tractor-drawn equipment and hand-held equipment,



## Grace Cuts Corp. Staff, Sells Off Two Businesses

W.R. Grace & Co. last week cut its corporate staff and sold two non-core businesses as part of a cost-saving program and corporate restructuring initiated last December.

Grace laid off 164 members of its headquarters staff in New York City, bringing the total down to 500 from 734 at the end of last year.

The company also announced last week the sale of its Dearborn Engineering Group to Les Chantiers Modernes, a Paris-based engineering firm. The Dearborn operation consists of two firms, Killam Associates Inc. of Millburn, N.J., and Duncan, Lagnese & Associates Inc., Pittsburgh, Pa.

Grace described the Dearborn group as good in its field but peripheral to the company's mainstay specialty chemicals business.

The need to cut overhead has been prompted, Grace said, by the sale of various company businesses, as well as the downturn in the fertilizer and natural resource industries. The company said its corporate overhead next year should run at least \$25 million below last year's level.

In addition to last week's layoffs, the company has offered an early retirement incentive program.

The entire overhead reduction program is expected to result in a non-recurring charge to net income of approximately \$5 million, or 12 cents per share, in the fourth quarter of 1986, Grace said.

The restructuring program was initiated with the repurchase by Grace of the Flick Group's 28 percent holding in the company for \$598 million. The purchase was completed in January of this year.

Since then, Grace has sold its interest in Herman's Sporting Goods for \$227 million, and its Home Centers West and Orchard Supply Hardware units for \$180 million.

The company expects to sell the rest of its retail group, which includes home center stores and other retail outlets. Plans to sell the bulk of the retail units to an investor group led by Citicorp, Drexel Burnham Lambert and a Grace executive recently fell through.

Grace also plans to sell its interest in Taco Villa, its fast food operation, and complete a leveraged buyout by management of its restaurant group. Under the plan, Grace would retain a 47 percent interest in the operation.

The company also plans to combine the land and inland barge drilling operations of Grace Drilling and Dixilyn-Field Drilling Company.

"It has been necessary for us to take quick and decisive action in our plan to insure a sound, long-term position for Grace," said Charles H. Erhart, Jr., the company's vice-chairman and chief administrative officer, in commenting on the various moves.

"The major restructuring steps that have been accomplished and are under way should provide a base on which the company — its shareholders and employees — can grow and prosper," Mr. Erhart said.

"We do not expect that any further major restructuring moves will be necessary for the foreseeable future, and we expect to pursue new business opportunities as aggressively as we traditionally have — through acquisition, research and development and internal growth," the Grace vice-chairman added.

## General Electric, Huntsman In Polystyrene, PPO Venture

General Electric Company and Huntsman Chemical Company plan to form a joint venture to produce polystyrene (PS) and polyphenylene oxide (PPO), spokesman for both companies announced last week.

The new \$60-million venture, to be called General Electric-Huntsman Corporation, should be established by November 15, 1986, pending government approval.

Using Huntsman's polystyrene technology, the corporation will produce high-impact PS, as well as PPO; all PPO and much of the PS to be produced will be sold to G.E. for use in its "Noryl" PS-PPO blend, used in electronics, industrial and other applications. Remaining PS will be used to develop new products to be marketed by Huntsman.

The new venture will give G.E. the next best thing to a captive PS source; until this point, the firm had bought all its polystyrene from other producers.

Production will be based in Selkirk, N.Y., where the new corporation will resume construction of G.E.'s "Noryl" PS-PPO comounding plant. G.E. started building this

plant in 1983, when the company announced expansion of its "Noryl" line in response to increased demand for the resin blend by the computer and business machine market. In 1984, profitability in these market segments fell sharply, a G.E. spokeswoman explains, and the firm halted construction later that year. The facility was to have included high impact polystyrene production capacity, and make G.E. self-sufficient in the resin.

An independent market source explains that G.E. had actually failed to develop an appropriate quality PS for use in "Noryl." Huntsman's PS expertise will allow the company to expand its range of "noryl" blend and alloy products.

The two companies plan to have the Selkirk facility on line by the first quarter of 1988. Neither G.E. nor Huntsman would disclose its capacity, but the independent source believes it will be "fairly substantial" — well in excess of 20 million pounds per year.

The new corporation's board of directors will be composed of an equal number of G.E. and Huntsman executives. Gary H. Hines, senior vice-president and group executive of General Electric, will serve as chairman.

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## Caprolactam Sparked By Carpets, Housing

Strong demand for carpeting, sparked by an upturn in US housing starts, coupled with a thriving market for nylon resins, has pushed domestic caprolactam demand to the brink of available capacity, a condition that is expected to continue through the end of the decade.

For 1986, US caprolactam production is projected to nearly reach 1.1 billion pounds. On line US capacity is currently rated at 1.09 billion pounds, indicating that producers are running their plants full out. Indeed, Allied-Signal, BASF and Nippro all report that their facilities are running at maximum capability. Nippro, the only purely merchant supplier of the three, maintains 180-million pounds of capacity at Augusta, Ga., in reserve. A company spokesman there indicates the facility will probably be activated in the next two to three years.

first eight months of 1986, according to Department of Commerce figures. Through August 1,274 million units were started, compared to 1,176 million units in the same 1985 period. If this year's pace continues, new home construction will top 1.9 million units by the end of the year. Last year, 1,742 million new units were started.

This surge has had a direct and positive impact on nylon fiber sales. Textile Economics Bureau, the statistical arm of the Man-Made Fiber Producers Association, reports that shipments of nylon yarn and monofilament (including exports) reached 1.05 billion pounds in the first eight months of 1986. This total is 5.6 percent greater than the 994 million pounds shipped in the comparable period of 1985. At the same time, shipments of nylon staple, tow and fiber fill have increased 5.

Continued on Page 17

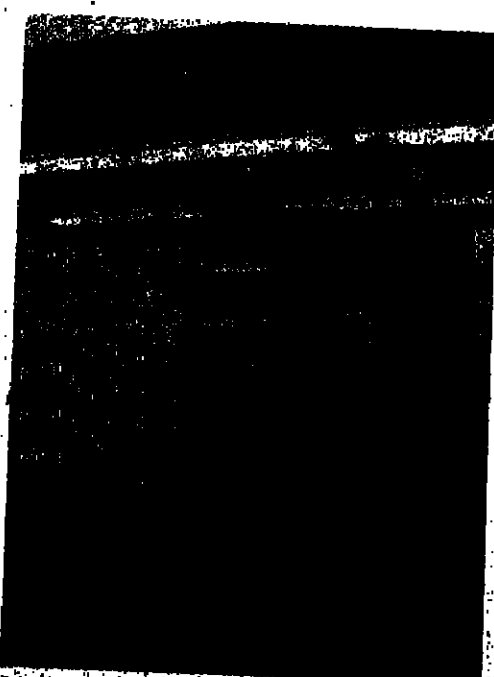
### INCREMENTAL EXPANSION

Allied is also taking steps to keep capacity in pace with demand. The company is continuing an incremental expansion program that has boosted nameplate from 620 million pounds to 860 million pounds since 1983. Capacity at the company's Hopwell, Va., plant will be further expanded to 800 million pounds by 1988.

BASF's plant at Freeport, Tex., formerly operated under the Badische name, is rated at 350-million-pounds-per-year, unchanged since the facility opened ten years ago. This plant had been underutilized until late last year when the company purchased the nylon fiber assets of American Enka. Now, a BASF official says the plant is running at capacity, and expansion plans are under consideration.

Caprolactam is used entirely to make nylon fiber, resins and film, and producers say the market is growing in all three sectors. The big boost, however, is coming in the fiber business, which accounts for roughly 90 percent of domestic caprolactam consumption. Here, carpeting is the big factor, accounting for roughly 75 percent of nylon fiber demand. Sources say reduced interest rates early this year sparked a boom in the housing market, and carpet demand has been swept along in the tide.

Housing starts ran 8 percent higher in the



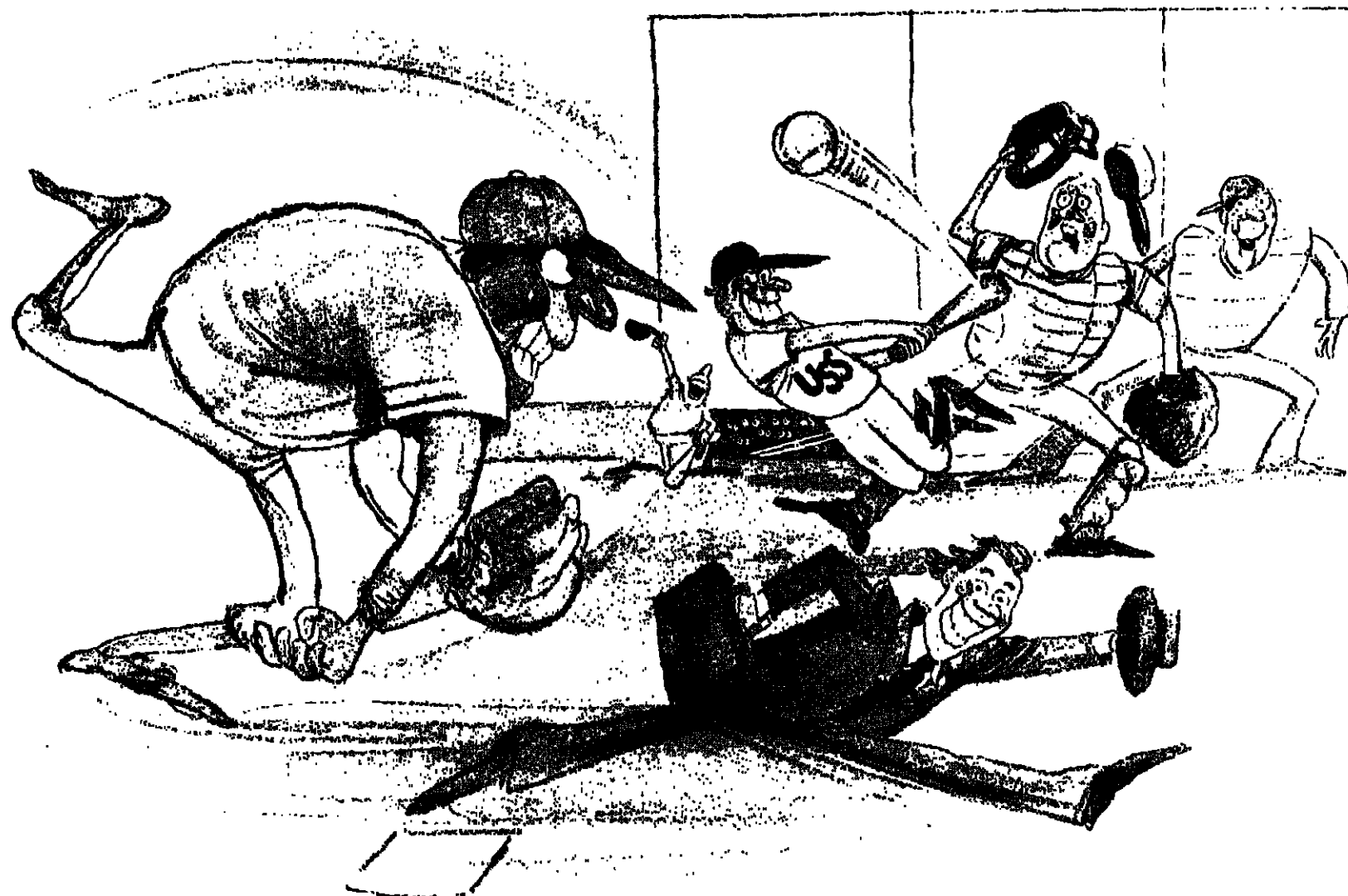
CARPET YARN PRODUCTION: American Enka-BASF recently purchased American Enka's nylon fiber assets. BASF's Freeport caprolactam capacity was previously underused. Now it's said to be running at full capacity.







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Dr. Howard A. Schneideman, who has been nominated to be a member of the National Science Board. Dr. Schneideman is the senior vice-president of research and development and the chief scientist at Monsanto Company.

## Bhopal Toll Revised Upward By Indian Gov't

Indian officials last week issued a revised death toll from the gas leak at Union Carbide Corporation's Bhopal pesticide plant in December 1984.

According to new figures released Thursday (October 9) by the state government of Madhya Pradesh, 2,233 people have died from the gas leak to date. Another 338 deaths are awaiting verification as being related to the gas leak, the worst industrial accident in history.

Carbide had no immediate comment on the revised death toll last week.

Last month, the Indian government filed suit against Carbide in Bhopal, claiming the firm bears primary responsibility for the disaster. The suit seeks unspecified compensatory and punitive damages on behalf of 500,000 alleged victims of the leak.

Carbide, which was not served with a summons and complaint at its corporate headquarters in Danbury, Conn., until last Tuesday (October 7), must respond to the suit by October 30. The company has contended that the accident was caused by a disgruntled employee of the Bhopal plant.

## Hercules Sells Its Interest In DMT Venture

Hercules Incorporated says that it has sold its 49 percent interest in Teijin-Hercules Chemical Co., a manufacturer of polyester raw material, to its partner in that venture, Teijin Ltd., Osaka, Japan.

The terms of the transaction were not disclosed. According to a company spokesman, Hercules product strategy has shifted away from DMT, the polyester raw material produced by Hercules-Teijin.

This policy is also reflected in the fact that Hercules in 1985 sold its interest in Hercules-Wilmington, N.C., DMT plant to the American Hoechst Corporation, as well as discontinued production of DMT in Europe.

Teijin-Hercules was formed in 1963. Included in the sales are the joint venture's three plants in Japan with a combined capacity of 275,000 tons. The output of these production units is being used predominantly by Teijin Limited as raw material for its polyester fiber, film, and resins businesses.

## FIFRA Reform Effort Survives as Congress Delays Adjournment

The inability of Congress to meet its early October adjournment target pumped new life into the FIFRA reform effort last week as the Senate approved a bill to restructure the Federal pesticide law and extend patent terms for new products.

But with the clock running out on the 99th Congress, observers say it's uncertain whether the amendments to the Federal Insecticide, Fungicide & Rodenticide Act can be enacted because substantial differences between the Senate and House versions must be resolved before the legislation gets final congressional approval.

"We're still optimistic that we can get a bill; there's enough time," says a spokesman for the National Agricultural Chemicals Association. "But there are still some tough issues out there that must be dealt with," he adds.

The most critical issue for NACA is how the joint House-Senate conference committee resolves the question of patent term restoration.

The Senate Agriculture Committee and the full House have agreed that the patents of a pesticide product subject to regulatory review by Environmental Protection Agency should be extended for a term equal to the

review period up to a maximum of five years. But the Senate approved an amendment by Sen. Howard Metzenbaum (D-Ohio) that would limit the duration of the law's patent extension provisions to seven years.

"I don't believe in patent term extension," said Sen. Metzenbaum. "However, rather than tying up this whole bill at this late point in the session, I have agreed to go along with the extension, provided that there was a sunset provision in it."

He warned that if the sunset provision is dropped by the conference committee, "I will make every effort to defeat the entire bill. What the pesticide manufacturers are getting of this bill is unquestionably worth millions of dollars to them and will cost the consumers millions of dollars. I think we have gone far enough in the compromise that has been made."

Sen. James McClure (R-Idaho) pointed out that environmental groups promised not to block patent term restoration if the chemical industry would compromise on the FIFRA amendments.

"This sunset clause is a thinly veiled attempt to force negotiations upon industry in six years for something they had already negotiated for in good faith and should not have to revisit," said Sen. McClure.

The NACA spokesman calls the Metzen-

Continued on Page 29

## Psoriasis Treatment Okayed

Food & Drug Administration last week approved a drug for treatment of the most severe, disfiguring forms of recalcitrant psoriasis — but warned that major birth defects can occur if a woman becomes pregnant during, or possibly within several years after, treatment with the drug.

The drug, etretinate, is chemically related to vitamin A, which itself can cause birth defects in high doses.

Hoffman-LaRoche Inc. will market the new drug as "Tegison" in capsules of 10 and 25 milligrams.

"This drug provides a treatment for people whose skin lesions are so severe that they are unable to work and, in some cases, unable even to tolerate clothing

touching their skin," said FDA Commissioner Frank E. Young. The drug may

allow such patients to return to useful, active lives, he noted.

"But etretinate can have serious side effects for the patient and produce such serious birth defects that it is recommended only for patients with severe or disabling forms of this disease who have not responded to or cannot tolerate other forms of treatment," Dr. Young added.

In clinical tests, a majority of patients who had not responded to other types of treatment experienced clinical improvement with etretinate. They showed a decrease in scaling and redness, as well as in the thickness of the psoriasis lesions. They also had a decrease in inflammation.

The drug was found to be effective in two forms of the disease that are the most difficult to treat: erythrodermic psoriasis,

Continued on Page 16

## Crude Oil Contract Let For US Petroleum Reserve

A total of 3.7 million barrels, or nearly one out of every three barrels of crude oil added to the Strategic Petroleum Reserve in fiscal 1987, could come from US oilfields as the result of a contract awarded by the US Department of Energy to Transworld Oil USA, a Houston-based oil trader.

The contract, announced by Energy Secretary John S. Herrington, is the first ever awarded to a firm specifically to provide a long-term source of domestic crude oil for the nation's emergency oil stockpiles. Previous domestic purchases for the Strategic Reserve have been spot market transactions or other, special purchase arrangements.

"Today's purchase will show that we can fill the reserve with domestic petroleum," Mr. Herrington says. "We hope that it will encourage other domestic producers to participate in any future solicitations."

Transworld will sell 10,000 barrels of oil per day to the Reserve beginning November 1. The firm's one-year contract will be based on a bid price of \$14.95 per barrel that will be adjusted each time a shipment of oil is delivered. The price adjustments will track changes in several U.S. crude and fuel oils,

ensuring that the government's purchase price remains in line with market trends.

Transworld has also proposed a subcontracting arrangement under which at least 20 percent of the oil would come from small producers.

The 10,000 barrels per day is nearly one third of the 35,000 barrel-per-day minimum fill rate for fiscal 1987.

Transworld's offer of \$14.95 per barrel was the lowest responsive bid. The other bids either were judged to be unreasonably high compared to prevailing oil prices or did not otherwise satisfy the requirements of the invitation for bids. Under the contract, Transworld will transport West Texas sour crude oil by pipeline to the Sun Terminal near Nederland, Texas. From that point, the oil will be piped to the nearby West Hackberry, Louisiana, storage site, one of five oil storage complexes in the strategic reserve system.

In a related action, Secretary Herrington also announced that DOE has begun pumping 3000 barrels per day of crude oil in a test transfer from its Elk Hills Naval Petroleum Reserve into the Four Corners pipeline for shipment to the petroleum reserve.

## Toxics Rules Face Review By Top Court

The Supreme Court opened its Fall term last week by agreeing to decide how much power Environmental Protection Agency has to force the cleanup of hazardous industrial waste under the Federal superfund law.

The justices said they will hear arguments this term in an appeal by the Reagan Administration of a lower court order prohibiting EPA officials access to the Outboard Marine Corp. at Waukegan Harbor, Ill. — the agency's top cleanup priority in the state.

The 7th US Circuit Court of Appeals ruled last year that EPA could not survey the site, take subsurface soil samples or conduct other preliminary activities for a planned \$21 million dredging operation in the harbor and at the company's harborfront property.

Outboard Marine, which makes outboard motors, lawn mowers and turf care vehicles, has been blamed by EPA for deposits of polychlorinated biphenyls (PCBs) in the harbor. Numerous studies indicate that PCB's cause cancer in laboratory animals.

EPA estimates there are 1.1 million pounds of PCB's at the Waukegan site and ranks its cleanup highly on the national priority list of the nation's most hazardous waste sites.

EPA officials obtained a warrant to enter the plant site in February 1985. But the company refused to honor the warrant and eventually obtained an injunction from the appeals court denying the agency access. The court said the superfund law limits EPA's access to emergencies.

"We cannot, out of a zeal to rid our environment of its hazards, rewrite the statute for EPA," the appeals court said. "EPA needs help to accomplish its purposes, but the help it needs must be sought elsewhere."

Congress has approved superfund amend-

Continued on Page 32

## Allied Slates Waste Facility At Steel Mill

Allied-Signal Inc. broke ground last week for the first commercial facility to convert wastes and pollutants into usable raw materials using the company's "Aquatech" membrane technology.

The \$2 million facility, to be constructed on the grounds of the Washington Steel Corporation stainless steel facility in Washington, Pa., will recycle spent pickle liquor from the stainless steel manufacturing process.

Construction is expected to be completed in about a year. Use of the Aquatech technology is expected to save Washington Steel about \$1 million per year in disposal and raw material costs.

"The 'Aquatech' technology is revolutionary electrochemistry," said Michael G. Mark, Allied-Signal vice-president. "It makes good economic and environmental sense by converting potential environmental liabilities into usable assets."

The Aquatech system uses a membrane which splits water molecules into hydrogen and hydroxyl ions. When combined with monopolar membranes, the system converts aqueous salts into usable acids and bases.

"The Waste Minimization Act of 1985 has stringent waste disposal compliance standards that are affecting the economic operations of many businesses," says Joseph G. Schon, general manager of Aquatech Systems.

"Stronger EPA regulations for bulk liquid waste makes compliance increasingly difficult, forcing some landfill sites to close and dramatically increasing disposal costs," he said. "Aquatech Systems can actually convert environmental problems into economic opportunities."



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## News Capsule

### Arco, Carbide Team Up

Arco Technology Inc., a unit of Arco Chemical Company, and Union Carbide Corporation say they will license an improved process to produce methyl tertiary butyl ether. The process combines Arco's catalytic MTBE unit with Carbide's proprietary molecular sieve methanol recovery system.

### USX Sells Lands

USX Corporation's US Diversified Group has sold land containing phosphate rock reserves in Central Florida to Agrico Chemical Company, a subsidiary of The Williams Companies, Tulsa, Okla. The reserves are located in Hardee and Manatee counties. The sale does not affect the operation or reserves of the Rockland Mine of US Agri-Chemicals, a division of US Diversified Group.

### Liquid Air Advance

Liquid Air Corporation says it can now produce VLSI grade oxygen of 99.9999 percent purity in tonnage quantities. Alphasag, the specialty gases division of Liquid Air, offers the ultra high-purity oxygen under the "UltraOx" name. The product is required in the production of semiconductor VLSI circuits, in research and in aerospace.

### Beta-Carotene Offering

Cyanotech Corporation, Woodinville, Wash., is offering an all natural beta-carotene derived from algae. The company notes that solvents such as hexane, which are commonly used for preparation of synthetic beta-carotene, have been banned in Japan and are under scrutiny in the US.

### BTL Gets GE Resin

BTL Industries of Burlington, Ontario announced that its subsidiary, BTL Specialty Resins Corporation of Warren, N.J., has acquired an exclusive license to General Electric's line of methylon resins in North America. BTL Specialty Resins will manufacture, market, sell and export the methylon resins. Until BTL completes arrangements for production, General Electric will continue production at its Pittsfield, Mass. plant.

### Fluor Sells Drilling Unit

Fluor Corporation has agreed to sell its offshore drilling operation Fluor Drilling Services Inc., to Ocean Drilling and Exploration Company for \$17.5 million. Fluor says the sale is part of its restructuring program. The company had previously disposed of Odeco, and is now completely out of the drilling business.

### Pharmacia Buys LKB

Pharmacia AB has reportedly agreed to acquire a majority equity stake in LKB Produkter AB for the equivalent of \$114.1 million, and is seeking to buy LKB's remaining shares outstanding for \$73.4 million. The two Swedish companies are Europe's leading producers of separation and purification products. The deal gives Pharmacia a 40 percent share of the estimated \$560 million annual world market in those products.

### Stearns Wins Contract

Stearns Catalytic World Corporation was awarded a contract by the US Army Corps of Engineers to operate and maintain a chemical weapons demilitarization plant on Johnston Atoll in the Pacific Ocean. Stearns is currently managing the equipment installation contract in support of the program. The operation is scheduled to be completed in 1992.

### Raymark Restructure

Raymark Corporation announced a restructuring plan designed to protect itself from tens of thousands of asbestos-related liability suits. Raymark was a leading producer of brake and transmission products that contained asbestos. Shareholders approved the creation of a new company, Raytech Corporation. The new company will raise money to purchase the Raymark assets unrelated to the asbestos liability claims.



B. Clare Harris, who has been elected vice-president of Monsanto Company. Mr. Harris will retain his position as corporate treasurer which he has held since June, 1985.

## Vanillin Shift: Monsanto Unit Makes R-P No. 1

The sale of Monsanto's vanillin business to Rhone-Poulenc lifts Rhone-Poulenc into the number one position as worldwide producer of vanillin. The acquisition of the Seattle plant, where all employees are expected to be kept on, will enable Rhone-Poulenc to become more versatile, in terms of product offerings and proximity to buyers.

"We've made the acquisition to gain flexibility in both the pharmaceuticals and flavorings markets," says a Rhone-Poulenc spokesman. Prior to the purchase, Rhone-Poulenc brought in guaiacol-based vanillin from its Lyons, France facility and refined it into ethyl vanillin in Freeport, Tex. Now, it can supply lignin-based vanillin as well. The spokesman says import levels won't be affected but that Rhone-Poulenc will focus on manufacturing.

Ontario Paper, now the number two producer, does not anticipate any negative effects from the Monsanto sale. "We are disappointed that we are no longer number one," said a spokesman, "but we won't lose any market share."

An importer, however, speculates that Rhone-Poulenc may branch out even further and begin production of guaiacol-based

Continued on Page 38

## Du Pont Finishes Shell Acquisition In Crop Protection

E. I. du Pont de Nemours & Co. has completed its acquisition of the US assets of Shell Agricultural Chemical Company. Terms were not disclosed.

The transaction "broadens and strengthens Du Pont's position in the US crop protection industry, particularly in the corn herbicide and insecticide markets," according to Dale E. Wolf, Du Pont's group vice-president for agricultural products.

Shell products added to Du Pont's crop protection line include "Bladex" herbicide for corn and "Pydrin" and "Assana" pyrethroid insecticides for cotton and a variety of other crops. These complement Du Pont's positions in the soybean, wheat, fruit and vegetable and industrial weed control markets.

Approximately 600 Shell employees have accepted employment with Du Pont. About 100 are expected to relocate to Du Pont agricultural products facilities in Delaware.

Manufacturing facilities in the East, Midwest and Mobile, Ala., were also included in the acquisition.

## Icahn Is Proposing Acquisition of USX

Carl Icahn, the aggressive financier who last year forced a massive restructuring on Phillips Petroleum Company and recently won a battle to take over Trans World Airlines, last week made an offer to USX Corporation (formerly United States Steel Corporation) to acquire the diversified steel and petroleum company for \$31 per share, or a total of \$7.19 billion.

USX, which knew a takeover proposal was coming — if not from Mr. Icahn than from several other raiders who had accumulated positions in the company — said that it would evaluate the Icahn bid.

A month earlier, when Mr. Icahn disclosed a 9.8 percent holding in USX and it was learned that an Australian investor also had been buying heavily into the company, management of USX launched a thirty-day study to determine what restructuring steps should be taken.

Specifically, USX placed its big chemicals division on the block. With about \$1.24 billion of annual sales, the USX chemical operation includes major capacities for polypropylene, phenol, bisphenol A, acetone, cumene, agricultural chemicals, polyesters and mineral acids.

Theodore Semagren, chemical analyst at

the Shearson Lehman Securities division of American Express Company, notes that USX has world-scale capacities in polypropylene and several basic commodity chemicals. Most of these chemicals, after having been in long supply throughout this decade, are now beginning to tighten. As a result, the USX operation is more attractive and saleable — especially to companies already in the business — than it has been at any time in the recent past, Mr. Semagren said.

In addition to or in place of asset sales, restructuring steps to be taken by US Steel could include retirement of a substantial portion of equity and replacing it with debt. This step, taken by Phillips in its successful fight against an Icahn takeover, gains stockholder support by maximizing the value of their investment in the company. The shares are purchased at a price at least equal to the highest offer by the raider. Union Carbide Corporation and Unocal Corporation also successfully defended themselves against raids by massive share buybacks.

Other possible steps include large-scale purchases of stock by company employees and distribution to stockholders of proceeds from the sale of assets.

USX also could look for a friendlier acquirer, a role the company itself played five

Continued on Page 32

## Glaxo Slates R&D Cab

Glaxo Inc. says it will build a \$2.5 million research facility on the campus of the University of North Carolina at Chapel Hill N.C.

Glaxo's chief executive officer, Joseph J. Ruane Jr., and Christopher C. Fordham III, chancellor of the university says the arrangement provides important benefits for both Glaxo and the university.

Under the agreement, Glaxo will build a 16,000-square-foot biological research building as part of the medical complex on the Chapel Hill campus. Glaxo scientists will work with the university's faculty and students and will hold adjunct faculty appointments. The facility eventually will be turned over entirely to the university.

"Glaxo is committed to creating an out-

standing research team based in North Carolina that can begin developing new medicines," says Mr. Ruane. "This innovative partnership with the university allows us to begin retooling our team of research scientists even while we build our own research center."

"The university is equally pleased," Mr. Fordham says. "This collaboration between two distinguished groups of scientists will enhance this important North Carolina industry, benefit the university medical school and enable both to better serve society."

Stuart Bondurant, M.D., dean of the medical school, called the agreement a pioneering relationship. He said, "This linkage will contribute to the economy of our state."

## Eastman Kodak Enters Accord With Biotechnology Partner

Eastman Kodak Company has entered into a production agreement with Advanced Genetic Sciences Inc., Oakland, Calif., for the commercial production of "Snomax," a snow and ice inducer.

AGS says the product has been used successfully for the past three years at selected ski resorts across the country. "Snomax" enables production of drier, higher quality snow and more snow for the same water input, the company says.

According to Douglas Sarojak, director of marketing and product development for AGS, the potential market for "Snomax" at ski resorts in the US alone is \$30 to \$40 million annually. The potential market worldwide is between \$60 to \$70 million.

The agreement with Kodak will provide AGS with greater production capability, leading to expanded use of the product by resort operators AGS says. The agreement states that Kodak will produce 5,500 kilograms of "Snomax" for the 1986-87 ski season. Additionally, Kodak has agreed to produce a minimum of 15,000 kilograms of the product for the 1987-88 ski season, approximately \$4 million in sales.

The Bio-Products Division of Kodak will use a scaled-up version of the fermentation process developed by AGS to produce the required amounts of "Snomax."

Annex C. Kennard, Kodak division vice-president and general manager of the

Bio-Products Division, says Kodak's new advanced development and production center in Rochester, N.Y., provides "state-of-the-art" capabilities to support volume production of "Snomax."

"We're pleased to be playing a key role in making 'Snomax' available in large quantities for the first time," says Dr. Kennard. "This product has tremendous sales potential and should be enthusiastically accepted by ski resort operators, given the high level of benefits it provides."

Joseph A. Bouckaert, AGS president and CEO, says the agreement with Eastman Kodak "will further enhance the development of AGS into a fully integrated research, product development and marketing organization."

AGS is marketing "Snomax" in the US and says it has met over 50 percent of its projected sales figures for the 1986-87 season. To reach potential markets overseas, AGS has also established a marketing agreement with the Swedish company, Karlshamn Oljefabrik, to market the product in Sweden this year and to expand into continental Europe in the future.

Earlier this year, Environmental Protection Agency fined AGS for violating Federal regulations in carrying out safety tests of a genetically engineered microbe.

The company's tests of a genetically altered bacterial pesticide, *Pseudomonas*, were conducted on a rooftop, rather than in an enclosed facility, as required by EPA.



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## OILS, FATS & WAXES

### Crude Tall Oil Price Falls; Weak TOFA Pricing Cited

Crude tall oil pricing going into the fourth quarter has fallen substantially from previous levels, according to industry sources. The drop comes in the wake of continued downward movement of prices on tall oil fatty acids (TOFA) and growing stocks of crude tall oil (CTO).

Buyers and sellers of CTO both are indicating prices in the range of \$90 to \$100. While the drop from the third quarter price range of \$135 to \$140 is a large one, it is not being greeted with very much surprise by the industry. The steady fall in TOFA prices led most of the industry to expect lower pricing on CTO.

Equally important in the price reduction is the plentiful supply situation of CTO, brought about by high running levels of paper mills. Paper production has increased 3.5 percent this year over last year, and paperboard production is up 7.1 percent, according to the American Paper Institute. These factors made the CTO decline fairly predictable, although not all producers expected the price to dip below \$100.

Producers of TOFA are hoping that this move will help their position in the fatty acids market. They have already been seeing their steady price reductions begin to pay off, as they are slowly winning back some of the market that they lost to soya fatty acids during the most recent periods of high CTO and TOFA pricing.

**REGAINING MARKET**  
"We've already won back some of the market share from soya; we see this happening now," says one industry source. "TOFA is currently increasing its market share." agrees another, who likewise notes that he has seen some switching from soya fatty acids to TOFA, due to the increasingly attractive TOFA price.

At the same time, however, it is cautioned that a large segment of the market was lost earlier, and it has only begun to be won back. "The previous highs in pricing did a lot of damage to the TOFA market — it's really going to be difficult to get people back from soya," says a fractionator. "Once buyers change their formulations, they don't change back too readily," says another.

The fact of oversupply in the CTO and TOFA markets has led to downtime by fractionators, with more expected before the end of the year. "Fractionators have taken some maintenance downtime they wouldn't ordinarily take," says an industry source. CTO inventories at the beginning of September were 88,000 short tons, while the figure for

one year previous was 69,000 short tons, according to Pulp Chemicals Association figures.

TOFA inventories at the beginning of September were 27,000 short tons of product containing 2 percent or more rosin, and 5,200 tons for TOFA containing less than 2 percent rosin. The figures for the beginning of September 1985 were 14,700 tons and 3,200 tons, respectively, according to PCA numbers.

This increase in stocks was not accompanied by a great rise in production. Consequently, TOFA producers have been more

#### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

##### CHANGES/UP

Coconut oil, NY, 1/2 per lb.  
Corn oil, Midwest, 3/4c. per lb.  
Lard, loose, bulk tanks, Chicago divd., 1c. per lb.  
Palm oil, NY, 1/2c. per lb.

##### CHANGES/DOWN

Cottonseed, 41% bulk, Memphis, \$5.00 per ton  
Peanut oil, Southeast (restricted), 1/2c. per lb.  
Soybean, 44% bulk, Decatur, \$3.50 per ton  
Soybean oil, Decatur, 4/10c. per lb.

##### OILS, FATS INDEX

The Oils, Fats & Waxes Index reflects the prices of 11 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986 ..... 78.39  
Oct. 3, 1986 ..... 79.85  
Sept. 12, 1986 ..... 83.70  
Oct. 11, 1985 ..... 86.19

Chemical Prices Start on Page 40

careful not to aggravate the oversupply situation, particularly because of the limited storage time of TOFA. As one buyer says, "Fractionators must either move it or shut off distillation."

For the most part, fractionators are cautiously optimistic that they will regain more of the fatty acids market, if not immediately, at least in the next several months. As long as soybean oil prices do not fall far from where they are now, say industry sources, TOFA should once again become competitive with soya.

#### VEGETABLE OILS

**OLIVE OIL** — The price of Spanish olive oil is \$8.00 per gallon, in drums, and the price on Italian B-type is quoted at \$5.40 to \$6.50 per gallon. The market has been very quiet as most buyers, waiting for lower-priced new crop oil, are currently well covered, sources say.

The Spanish material being offered is seeing especially slow movement due to its high price, despite the fact that the Spanish government is said to be holding large carryover supplies, and a good crop is expected for this year. High export taxes being levied against Spain by the European Community are said to be making their olive oil price unattractively high, which has been allowing Italy to become a greater presence in the olive oil market, industry sources say.

**PALM OIL** — The price of this oil is continuing its climb, spurred by dealers covering short positions, and by sales last week to Pakistan and India. Another factor that has been boosting the palm oil price in recent weeks has been the strengthening of the soybean oil market.

The firmness in palm is not expected to last too much longer, though, industry sources say. There has been little domestic demand in the US, aside from nearby fill-in orders. Also, expected to bring palm back down is the approach of traditionally high

#### FRIDAY SPOT PRICES

MARKET CLOSE OCT. 10, 1986

##### CRUDE VEGETABLE OILS

Coconut oil, NY ..... lb. .18 1/2  
Coconut oil, Pacific ..... lb. .18 1/2  
Corn oil, Midwest ..... lb. .19 1/4  
Cottonseed oil, Valley ..... lb. .14 1/2  
Lard, loose, bulk tanks, NY ..... lb. .28  
Palm oil, NY ..... lb. .13  
Peanut oil, Southeast (restricted) ..... lb. .28 1/2  
Soybean oil, Decatur ..... lb. .18 1/2

##### REFD. VEGETABLE OILS

Coconut oil, L.W., NY ..... lb. .20 1/2  
Corn, jumbo tanks ..... lb. .27 1/2  
Cottonseed oil, jumbo tanks, NY ..... lb. .24 1/2  
Peanut oil, jumbo tanks, NY ..... lb. .33 1/2  
Soybean oil, NY ..... lb. .18 1/2

##### OILMEALS

Cottonseed, 14% bulk, Memphis ..... ton \$130  
Lard, extracted, 24% bulk, Fargo ..... ton \$98  
Peanut, 50% bulk, SE, Alabama ..... ton \$185  
Soybean, unrefined, 44% bulk, Decatur ..... ton \$151.80

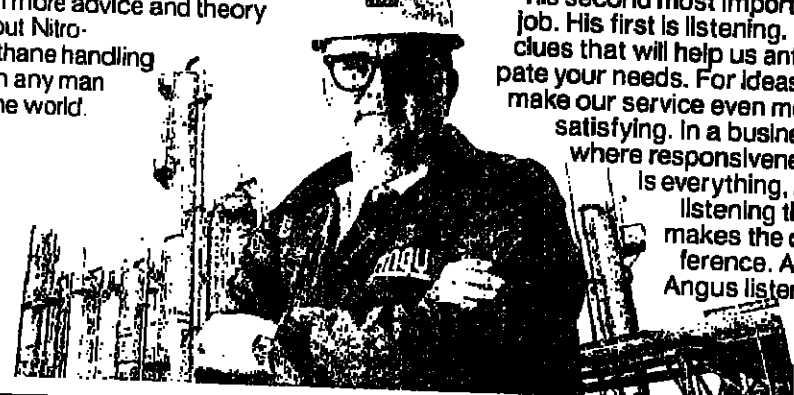
##### FATS & GREASES

Grease, white, choline, tanks, divd., NY ..... lb. .10 1/2  
Grease, yellow medium 10%, 11a tanks ..... lb. .8  
Lard, loose, bulk tanks, divd., Chicago ..... lb. .17  
Tallow, medium, fancy, tanks, divd., NY ..... lb. .12  
Tallow, medium, bulk, tanks, divd., NY ..... lb. .11 1/2

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## OILS, FATS & WAXES

production months in Malaysia, sources say.  
**SOYBEAN OIL** — The price of soybean oil has started to come down from the high levels it was seeing over the last two weeks. The market is softening in response to some pick-up in harvest activity, as well as to a lack of consumer demand.

The previous rally, spurred by weather concerns and short covering in the face of low supplies, is dissipating along with the rainy weather in many of the soybean growing areas. The increase in harvesting has been small, sources say, but enough to help alleviate weather-related fears over the condition of the crop.

The lower buying demand which is helping to bring the market down is largely the result of consumer confidence that new crop oil will be flowing in the pipelines soon, at reduced prices. Actual price movements will depend

on the progress of the harvest, but some continued softening is likely, sources say.

## FATS & GREASES

**TALLOW** — Tallow pricing is firm, as offers continue to be scarce in the market, sources say. Production of tallow has been slow, stifled in part by consumers trying to avoid cholesterol, says an industry source.

## FISH OIL

**MENHADEN OIL** — The menhaden oil market in the US has been enjoying a pick-up in demand from European buyers. Export prices have moved up about \$50 per ton, according to an industry source, who notes that the price rise in palm oil helped push menhaden oil up as well.

Domestically, prices have not changed in recent weeks, nor has the slow demand situation improved. Producers are optimistic, however, that the price here will firm up in the fourth quarter, as fishing in the US and Japan slows to a halt, and stocks begin to dwindle.

## MISCELLANEOUS

**COCOA BUTTER** — The price of cocoa butter has come down to \$2.20 per pound. The lower price has come as a result of lower demand, as well as a fall in the price of cocoa beans. "Cocoa bean crops in the Ivory Coast were not as badly damaged from earlier dry weather conditions as we had previously thought," says an industry source. The cocoa butter price is expected to fall further, and an increase in demand is expected to come soon.

## PERFUMES & FLAVORS

Continued from Page 38

situation to recent Chinese success: "The Chinese have sold large quantities over the last 7 or 8 months, so offers from them are very limited; for the most part they're only offering 1987 lots." The Chinese are the only suppliers of litsea cubeba oil, gathered from the wild-grown May Chang tree.

Sources emphasize that pricing for litsea cubeba oil has an automatic ceiling because of citral prices. "Though some buyers must have the natural oil," observes an importer, "the majority of the market would move into synthetics if the litsea cubeba prices increased too much." Now, however, buyers are seeking the natural oil.

## SEEDS AND SPICES

**BLACK PEPPER** — Spot prices jumped another 11c to 13c, to \$2.28 to \$2.30 per pound last week, due to increasingly short supplies. The longshoremen's strike up and down the East Coast temporarily interrupted the influx of new supplies, increasing demand for available warehouse inventories. Strong demand is continuing and has pushed pepper futures prices up from 10c to 13c per pound. This, along with a backdrop of expected shortages from points of origin (CMA 10/3/86, p. 31), leads industry sources to anticipate even higher prices in the near future.

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## AROMATIC ORGANICS

### Paraxylene Pricing Is Cut; New Capacity Looms in Japan

Paraxylene producers have reduced contract pricing by 1/4 cent per pound this quarter, citing the imminent arrival of a substantial amount of capacity in Japan and domestic competition from low US cotton prices in the fiber end use market.

The new contract price is 19 cents per pound, down from the 19 1/4 cents per pound of the previous two quarters. Lyondell Petrochemical Company is said to have been the first producer to make the change. Spot pricing is quoted between 17 1/4 and 17 1/2 cents per pound.

In addition to competitive pressure among producers, the price reduction is attributed in part to end-market considerations. Congressional legislation this year has brought cotton pricing down substantially in order to better enable US growers to compete on the world market.

Paraxylene producers say that this action has had an impact on their dimethyl terephthalate market, a majority of which goes into polyester fiber production. With cotton pricing reduced, polyester makers have been seeking relief from feedstock pricing in order to better compete.

Polyester demand has remained fairly steady, paraxylene producers say, although it is observed that there has been some downtime in the DMT industry that has cut into paraxylene consumption. Of note, it is reported that E.I. du Pont de Nemours & Company, Inc.'s 600-million-pound-per-year plant at Old Hickory, Tenn., needed to be shut down for about a week recently.

Also contributing to slightly looser paraxylene market conditions this quarter, according to one producer, has been "a lot of excess availability of European material." A downturn in European demand is seen as resulting in a pickup in the flow of product from Europe to the US and an increase in competition with US producers for the Far Eastern market.

Producers acknowledge that the startup of two Japanese paraxylene plants in the next few months is in the process of altering the Far Eastern picture. The Far East "is getting a little pricier," says one producer, and another observes that "people (there) are letting their inventories come down" in anticipation of lower prices from the increased availability of nearby material.

#### DECEMBER START-UP

It is expected that one of the plants will commence production in December, and that the other will start up around April. Sources say each plant will be capable of producing approximately 220 million pounds of paraxylene per year.

Although it is assumed that the new capacity will substantially cut into US exports to the Far East, one producer says that, with demand from the region growing "almost by leaps and bounds," the market should continue to be a good one for US exporters. "We are seeing a little bit of jockeying for position, but it should be temporary," he asserts.

One producer says that, in addition to the anticipated new Japanese capacity, the shutdown for nearly a month of an Indonesian fiber plant has had a curtailing effect on demand for US exports. Also, it is reported that Mexico, even though its plant is still hardly producing any material, has not been buying quite as heavily as expected.

Domestically, although DMT demand for polyester use has not been strong, PET resin use continues to grow dramatically from a smaller base. "PET is getting to be a bigger factor," says one producer, and it is noted that a substantial amount of capacity has been added to the PET industry this year.

Paraxylene producers, while expressing disappointment with this quarter's price decline, agree that margins this year have been satisfactory. It is noted that prices held fairly

steady for much of the year while crude oil values fell.

Though estimations of the industry's operating rate vary, production is said to be up from last year. However, looking ahead, producers express concern over the new foreign capacity and feedstock xylene tightness re-

## PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

### CHANGES/UP

None

### CHANGES/DOWN

None

### AROMATICS INDEX

The Aromatic Organics Index reflects the prices of 14 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986 ..... 167.84  
Oct. 3, 1986 ..... 167.84  
Sept. 12, 1986 ..... 167.84  
Oct. 11, 1985 ..... 167.84

Chemical Prices Start on Page 40

lated to strong octane demand. "We finally got some decent margins... but I don't think next year will be nearly as good," concedes one producer.

However, it is pointed out that the implementation next year of higher purity specifications in some European countries could partially offset the new capacity on the world market. It has been estimated that US paraxylene capacity was effectively reduced by 5 to 10 percent this year by more stringent requirements here.

**ANILINE** — USS Chemicals says that its 200-million-pound-per-year Haverhill, Ohio unit, which went down following the September 20 production outage at the company's phenol unit at the same location, resumed production October 9.

First Chemical Corporation, which experienced a production outage in June, says that it is "running close to normal now." Production has been increasing in stages, says a spokesman, and the facility was shut for a couple days at the end of September to make some minor adjustments. One more small adjustment is forthcoming, he says, before full production is reached.

Producers say that, with these outages, the market has been on the tight side. First Chemical and E.I. du Pont de Nemours & Co., both of which increased list pricing to 36 1/4 c. per pound during the summer, say the list change has held.

Strong demand from the diphenylmethane diisocyanate (MDI) sector, which accounts for about 60 percent of aniline usage, is said to be a driving factor in the market. "The MDI guys are running great guns, and discounts from list are shrinking," comments one aniline producer.

Another producer says that low inventory levels and tight supply conditions will likely prevail until the end of the year. Barring another production disruption, he says, the market should then return to a normal, less tight condition.

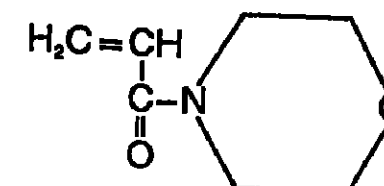
Aniline producers are hopeful that MDI will continue to grow strongly in 1987, and this will depend heavily on the construction and automotive and markets, the major outlets for the product. One new application, in RIM products, is said not to have gained out in 1986 to the anticipated extent.

BTX — Spot benzene was quoted at 81 c. per gallon last week, a level that has been fairly constant since late September. Industry sources say that, if anything, there is some slight upward pressure on pricing.

"The market is relatively bullish," says a

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<chem>OC(=O)C=C</chem> 3-Benzoylacrylic acid	<chem>CC(=O)C1CCN1</chem> Cyclopropyl methyl ketone
<chem>OC(=O)CCc1ccc(O)cc1</chem> 4-Phenylbutyric acid	<chem>CC(=O)OCC1=NC=CC=C1</chem> 5-Ethoxycarbonyl uracil
<chem>CC(=O)OCC1=NC=CC=C1</chem> Monochloroacetaldehyde dimethylacetal	<chem>CC(=O)OCC1=NC=CC=C1</chem> Ethyl (Methyl) 4-chloroacetate
<chem>CC(=O)OCC1=NC=CC=C1</chem> Aminoacetaldehyde dimethylacetal	<chem>CC(=O)OCC1=NC=CC=C1</chem> Aluminum acetate basic (Soluble & Insoluble in water)
<chem>CC(=O)OCC1=NC=CC=C1</chem> Methylaminoacetaldehyde dimethylacetal	<chem>CC(=O)OCC1=NC=CC=C1</chem> Basic aluminum sucrose sulfate (Sucralose, Anti-ulcer agent)
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### **AROMATICS**

buyer, but "there is not a whole lot of activity." A supplier adds that "there is not a lot of spot benzene around."

Sources say that, though major derivative styrene is firm, much of this is related to downtime in that industry. The downtime is seen as curtailing demand for benzene, and thus keeping benzene prices from getting particularly strong.

The benzene contract price level has been holding steady at 85c. per gallon since mid-September. Industry sources say that the outcome of Organization of Petroleum Exporting Countries' meeting could give the market some direction.

Spot toluene pricing is quoted between 66c. and 67c. per gallon, relatively unchanged from the previous week. Toluene pricing had been slipping for a couple of weeks, a trend attributed to weak gasoline pricing.

It is said that toluene could slip further, and one source says that octane demand has tailed off a bit recently due to considerations of economics.

The spot xylene market is quoted at 75c. per gallon. This price has been holding steady, and is expected to continue to do so or firm slightly.

**PHENOL** — Producers say the 2c. per pound industrywide price increase, implemented October 1, has failed to hold.

Dow Chemical USA instituted a 2c. per pound temporary competitive allowance (TCA) retroactive to October 1. At the same time, Dow stated its intention to withdraw the TCA on November 1. Other producers said they would meet competitive pricing.

"The industry would like to see an increase," says one producer who points out weak margins in the business, "but it appears strongly that the entire market will be rolled back."

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## Psoriasis Treatment

Continued from Page 7

In which the lesions are red and widespread, and pustular psoriasis, in which the lesions contain pus.

Discontinuation of treatment with etretinate often met with some degree of relapse at the end of two months, but subsequent treatment usually resulted in a clinical response similar to that obtained with the initial treatment.

The birth defects caused by the drug include gross abnormalities of the head and brain as well as malformed limbs and joints. Often, several defects may occur.

A boxed warning in the labeling accompanying the drug states that the drug must not be used by females who are pregnant, who intend to become pregnant or who may not use reliable contraception. Researchers have not yet determined when pregnancy could be safely planned after treatment. Detectable blood levels of the drug have been reported in some patients up to nearly three years after the drug was stopped.

Serious side effects also have been seen in patients themselves. These include liver damage and corneal and skeletal changes.

Signs and symptoms of vitamin A toxicity often occur, including bone and joint pain, skin rash and hair loss.

Roche will provide patient pamphlets, leaflets and red warning stickers for distribution by physicians and pharmacists relating to the side effects, the probability of major fetal abnormalities and the need for effective contraception before, during and after treatment with etretinate.

Approximately 80,000 people in the United States may be candidates for the drug because of severe psoriasis which is unresponsive to other therapies. The other currently available treatments include tar baths, steroids, a combination of drug therapy and light called PUVA (for oral psoralen and high-intensity ultraviolet-A light) and methotrexate.

Since significant adverse effects are associated with its use, etretinate should be reserved for patients with severe recalcitrant psoriasis. It should be prescribed only by physicians knowledgeable of the effects of this class of drugs, known as retinoids.

Etretinate is the second in a class of drugs called oral retinoids to be approved in the US. The first was isotretinoin ("Accutane"), approved in 1982 for severe and recalcitrant acne.

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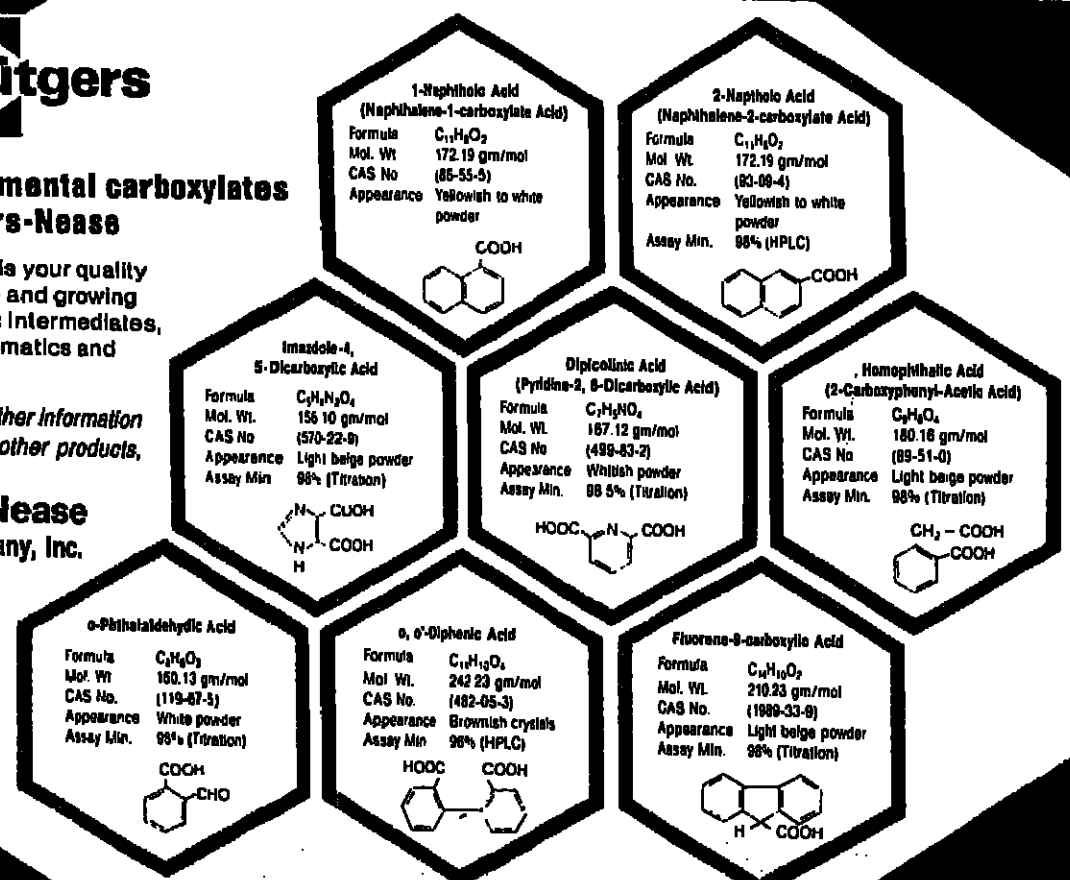
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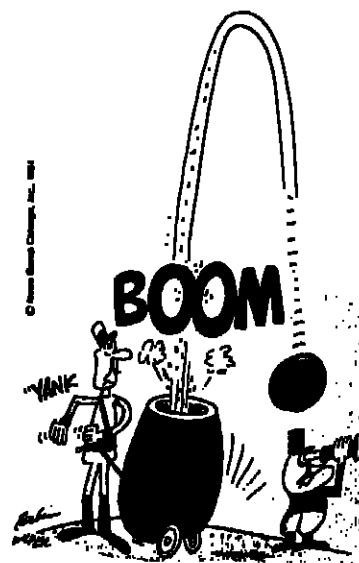
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## ALIPHATIC ORGANICS

### Caprolactam Sparked

Continued from Page 3

percent to 571 million pounds. (The reported figures represent all nylon fiber shipments, including nylon 6, nylon 6/6, the largest form of nylon, and other nylons).

While residential carpeting for new homes is pacing the upturn in nylon fiber demand, sources say replacement carpeting, commercial carpeting, and automotive carpeting have all registered demand gains as well in 1986. In addition, other caprolactam-based fiber markets are growing this year. Tire cord, made for off-road vehicles such as construction equipment, has enjoyed higher demand this year. Also, the beleaguered textile industry, smothered by imports for the past several years, has received some relief from the softening dollar. "With the value of the dollar down, we're beginning to see a slow shift toward home grown nylon textiles," says one caprolactam producer.

#### AUTO APPLICATIONS

While nylon fibers dominate caprolactam tonnage, the resin business, particularly in automotive applications, is registering the highest growth rates. An Allied-Signal official says consumption of nylon in plastics applications (including nylon 6/6, 6, and others) will reach 435 million pounds this year, an 8 percent increase from 1985. The Allied official says nylon 6 accounts for 30 percent of this total.

Looking ahead, the Allied official says the nylon resins business will grow 7 percent annually for the next five years. The major consumer of nylon resins is the automotive industry, accounting for 45 percent of demand. Detroit is rapidly adopting plastic body panels, and nylon resins are in the forefront of thermoplastics consumed in this area.

At present, Du Pont and General Electric dominate this market, forming composite blends of nylon 6/6 with other plastics. However, Allied and BASF are both making strong pushes into the auto industry with nylon 6-based products. Allied currently has 100-million pounds of nylon-6 resin capacity and is planning further expansions.

BASF is a relative newcomer to engineering thermoplastics. The company formed an Engineering Plastics division in 1984 and is developing products based on nylon 6, acetal, and polybutylene terephthalate polymer technology.

The company is still mustering its resources to compete directly in the auto market. At present, BASF is supplying nylon resins to compounders, packagers, electrical consumers and other auto related customers. A BASF spokesman says that as its resin

business grows, it will divert capacity from its fiber operations and convert them into resin lines. The BASF spokesman says the purchase of American Enka provides enough nylon fiber capacity to allow BASF to make these conversions.

The bulk of Nipro's merchant caprolactam sales is directed toward the resins business, a

### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### ALIPHATICS INDEX

The Aliphatic Organics Index reflects the prices of 20 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986	222.80
Oct. 3, 1986	222.80
Sept. 12, 1986	222.80
Oct. 11, 1985	222.80

Chemical Prices Start on Page 40

company official says. As the market grows, Nipro expects to bring on its idle capacity to help supply the market. A Nipro official also sees two other avenues for the added merchant capacity. The official speculates that Allied and BASF might move away from some of their fiber accounts as their needs to increase resin production grow. Also, the official foresees a need to supply caprolactam to Allied and BASF as their requirements exceed supply.

Nipro already is under contract to supply caprolactam to BASF, following the American Enka purchase last December. However, a BASF official stresses that his company contracted Nipro in order for BASF to maintain its own merchant accounts.

Strong domestic demand has forced a cut-back in exports this year, producers say. An Allied official says his company has had no excess production to export this year, and a Nipro official says his company has curtailed exports. All told, caprolactam exports will only reach 30 million pounds this year, down from over 60 million pounds in 1985.

Caprolactam raw material prices have been on a rollercoaster this year, first pushed way down by declining oil prices, and now under upward pressure as benzene prices have rallied in the second half. Allied makes

## ALIPHATIC ORGANIC EXPORTS: AUGUST

BUREAU OF CENSUS FIGURES IN POUNDS ON THE KEY ALIPHATICS

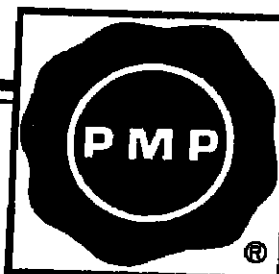
	QUANTITY	VALUE	QUANTITY	VALUE
Acetic Acid	27,601,830	2,844,953	24,098,104	2,786,586
Acetone	4,082,734	1,008,825	10,897,229	2,335,849
Acrylonitrile	72,835,226	17,185,845	62,188,094	1,408,183
Adipic Acid	4,787,510	2,282,302	5,492,197	2,533,484
Butadiene	7,326,167	1,090,914	15,087,819	2,235,232
Butanol	12,782,313	2,881,302	17,780,361	3,766,507
Butyl Acetate	8,073,315	1,626,823	7,586,329	1,644,307
Caprolactam	3,610,611	1,652,080	1,624,661	784,481
Chlorinated Hydrocarbons	6,569,843	1,200,197	6,032,698	1,051,105
Ethanolamine	19,491,842	5,773,419	10,191,032	2,740,344
Ethyl Acrylate	6,621,722	2,365,110	7,208,674	2,708,389
Ethyl Alcohol	53,001	139,246	441,225	854,600
Ethylene Dichloride	24,380,182	2,129,094	55,875,784	5,334,388
Ethylene Glycol	31,236,146	5,100,114	35,016,601	6,148,691
Formaldehyde	1,017,235	166,834	1,068,420	183,748
Glycerine (Crude)	181,971	78,674	135,948	75,023
Glycerine (Refined)	1,266,313	1,007,036	1,034,802	889,824
Isobutanol	4,631,801	3,079,417	8,072,885	5,294,472
Methyl Ethyl Ketone	4,008,043	824,198	8,254,198	1,545,018
Methyl Methacrylate	5,232,458	1,970,850	6,338,410	1,878,489
Methylene Chloride	6,697,718	3,600,021	8,865,402	3,299,388
Pentachloroethane	5,046,420	885,387	12,557,483	2,162,017
Polyethylene Glycol	9,728,000	1,247,408	2,054,052	235,921
Polypropylene Glycol	1,368,182	822,699	895,354	586,781
Propyl Alcohol	16,378,887	3,968,248	14,343,032	3,607,087
Propylene Glycol	21,558,505	3,697,120	19,406,902	2,834,394
Propylene Oxide	7,992,688	2,025,852	11,182,853	3,832,001
Thiodiethylene	26,186,312	8,865,218	6,702,372	2,794,037
Triethylene Glycol	6,735,111	630,360	7,475,764	1,002,358
Vinyl Acetate	82,690,948	8,455,664	85,147,899	15,451,087
Vinyl Chloride	137,001,713	21,794,044	180,885,344	26,323,495

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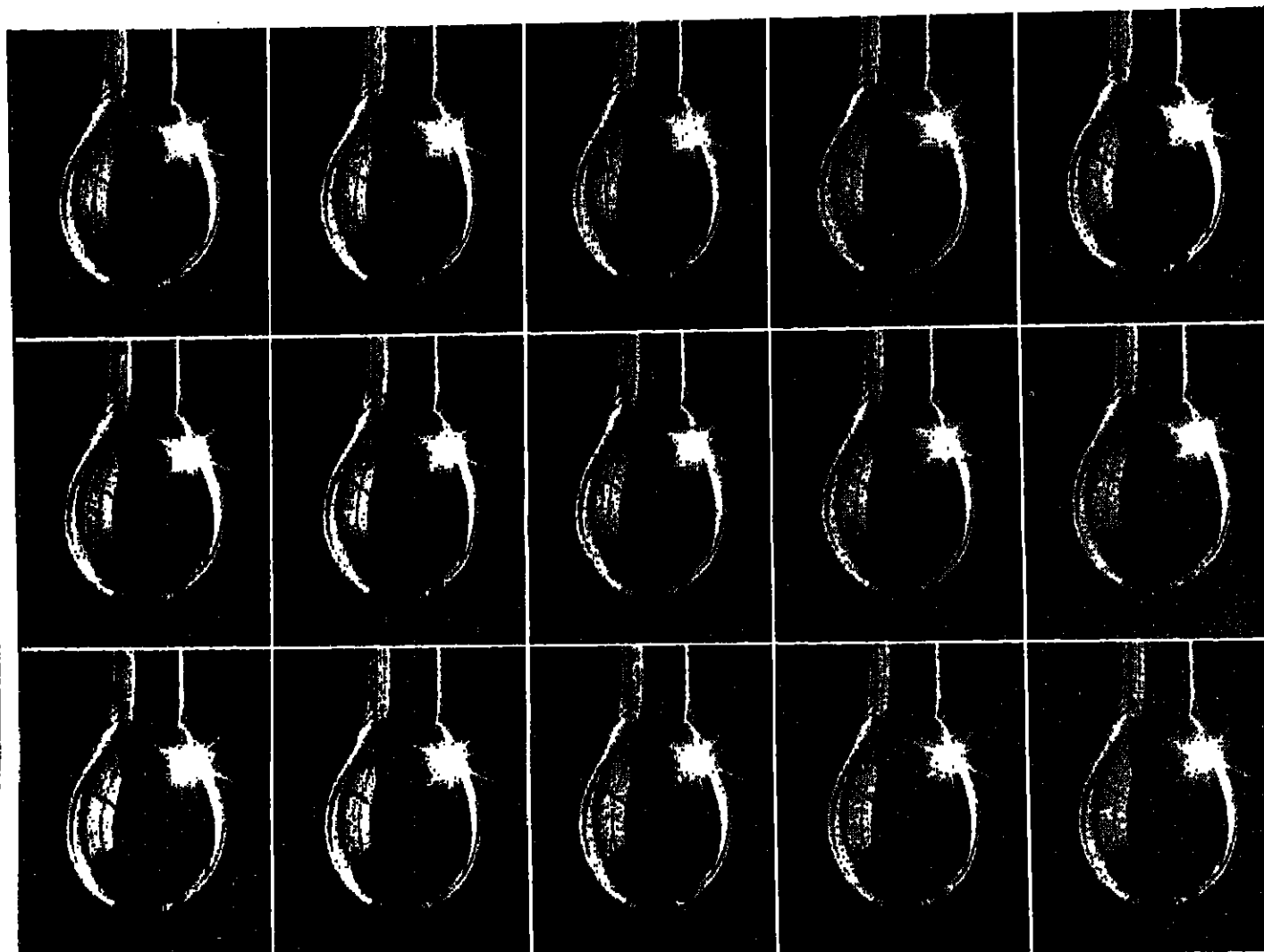
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## ALIPHATICS

caprolactam from phenol, which is made from purchased cumene. Cumene prices dropped from over 19 cents per pound in January to 13 1/4 cents in July before firming to 15 cents at present. An Allied official says costs savings from falling raw material prices have been offset by lower prices on phenol byproduct, acetone, and caprolactam byproduct, ammonium sulfate, both of which Allied sells on the open market.

BASF and Nippro both use purchased cyclohexane as their principal raw material, and, too, followed the steep decline in benzene prices suffered earlier this year. Cyclohexane prices plunged from about \$1.30 per gallon in January to a low of 85 cents per gallon in April. Since then, prices have climbed back to just under \$1.00 per gallon. Through this, caprolactam prices dipped from 70 cents per pound to a current 62 cents-to-65 cents-per-pound range, delivered.

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Glycerine imports amounted to 6.1 million pounds in August, compared to 3.9 million pounds during the previous month and 21 million pounds during August 1985.

At the end of August, cumulative imports were 38.9 million pounds, compared to 24.4 million pounds for the same period.

At 1.3 million pounds, exports in August were up slightly from the July level of 1.1 million pounds and unchanged from the August 1985 level. Cumulative exports through August stand at 11.1 million pounds, just over half of the total for the same period last year.

Total domestic disappearance of glycerine was 32.9 million pounds in August, up from the revised July total of 31.2 million pounds and up from the August 1985 total of 26.1 million pounds. Year-to-date domestic disappearance amounts to 239.5 million pounds through August, an increase over the 204.1 million-pound level through August of last year.

## Dinoseb Halted

Continued from Page 3

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The immediate ban of dinoseb is a follow-up to an August 28 EPA announcement warning the agricultural community about the possible adverse effects of exposure to the chemical.

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EPA estimated that the ban will cost American farmers as much as \$90 million per year. Between 7 million and 11 million pounds of dinoseb active ingredients are annually sprayed as a liquid from airplanes, tractor-drawn equipment and hand-held equipment. The herbicide registered since 1948 is used to kill broadleaf weeds. It is not registered for homeowner use.

The major use sites (by volume) include soybeans (40 percent), cotton (15 percent), potatoes (16 percent), peanuts (9 percent), alfalfa (4 percent) snap beans (2 percent), peas (2 percent), grapes (2 percent) and almonds (1 percent).

Other use sites include clovers, flax, barley, oats, rye, wheat, apples, apricots, cherries, citrus, dates, figs, nectarines, olives, peaches, plums, filberts, pecans, walnuts, blackberries, blueberries, boysenberries, gooseberries, loganberries, raspberries, strawberries, cucumbers, pumpkins, squash, currants, lima and kidney beans, onions, gar-

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The common trade names for dinoseb are: DNB, DNOB, "Dinitro," Dinoseb (F-ISO), Caldon, Sinox, Vertac General and Selective Weed Killer, Rasanite, Chemox General and PE, Chemsect, Dinitrix, Dinitro-3, Dinitro General, Drexel Dynamite 3, Dynamite, Elgetol 318, Gebutox, Hel-Fire, Killox, Netrophone C, Sublitz, Unicrop DNB, Vertac Dinitro Weed Killer 5, Dynanap, Premerge Plus with Dinitro, and Klean Krop.

Approximately 45,000 workers are exposed to dinoseb annually, according to EPA. The emergency ban is expected to prevent more than 25,000 workers from being exposed to the chemical while the agency pursues a permanent ban.

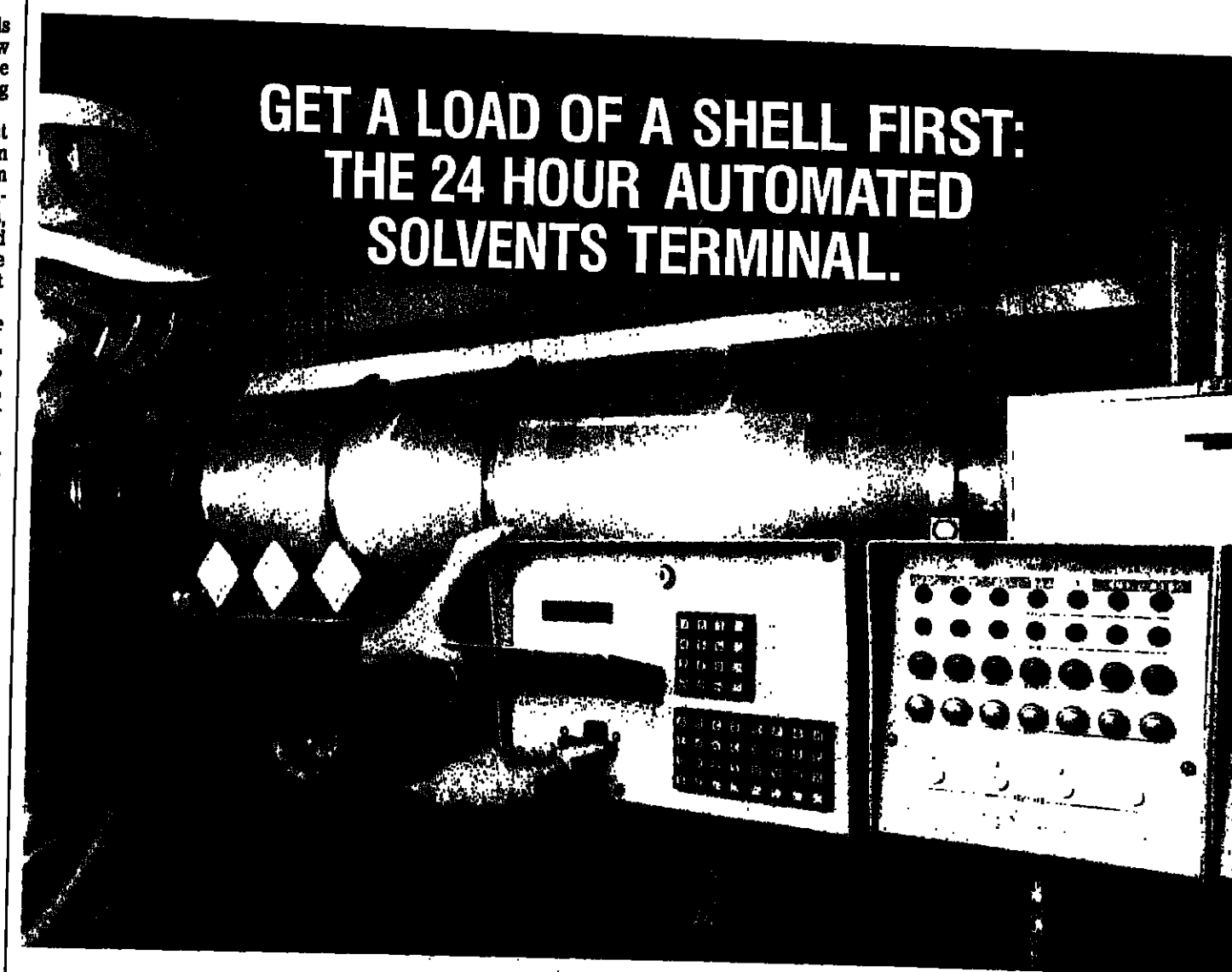
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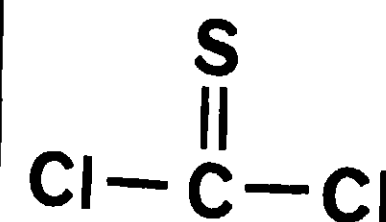
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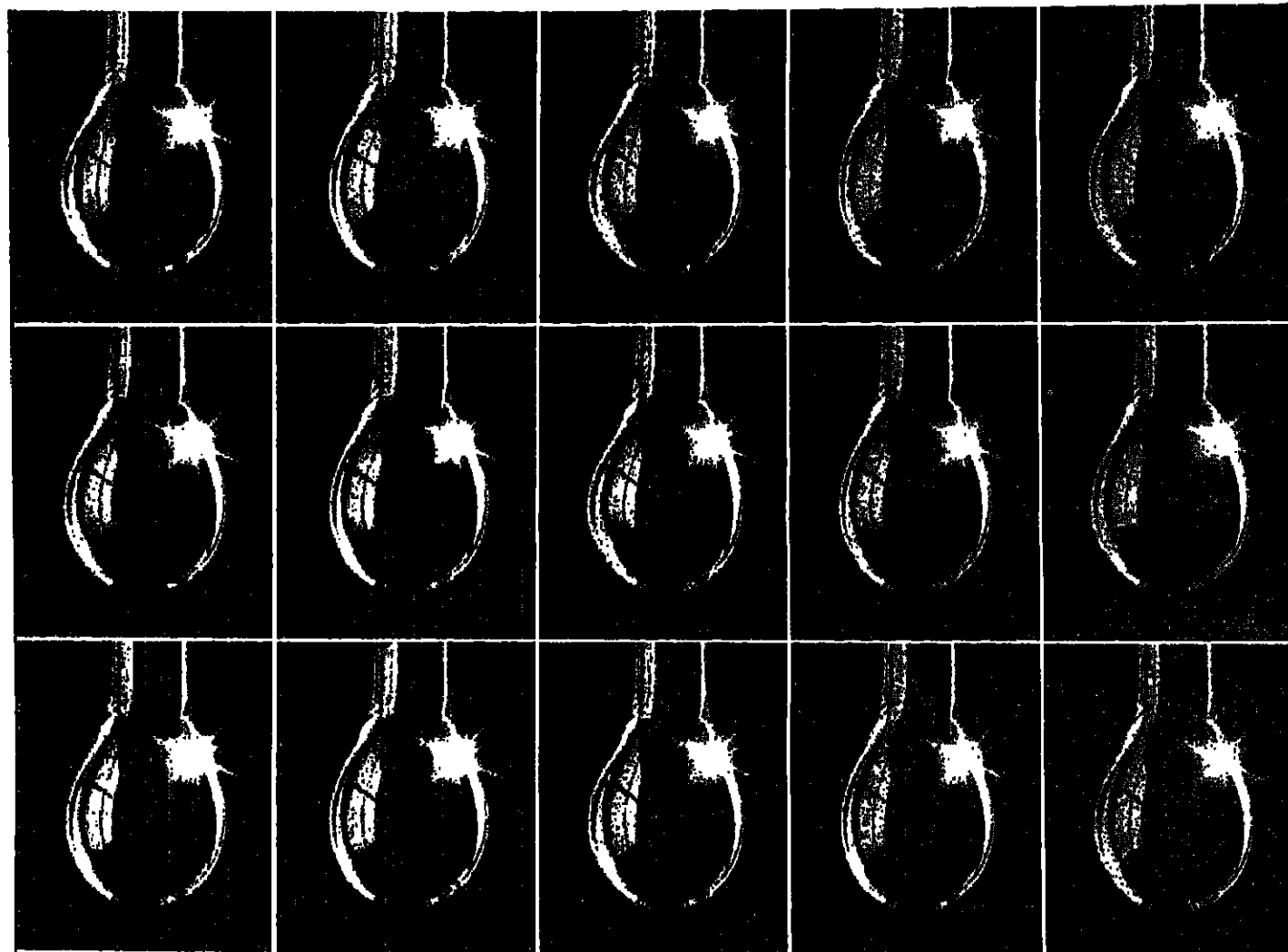
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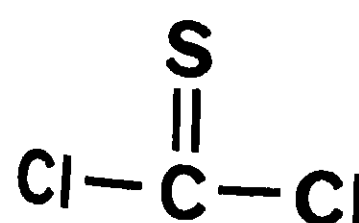
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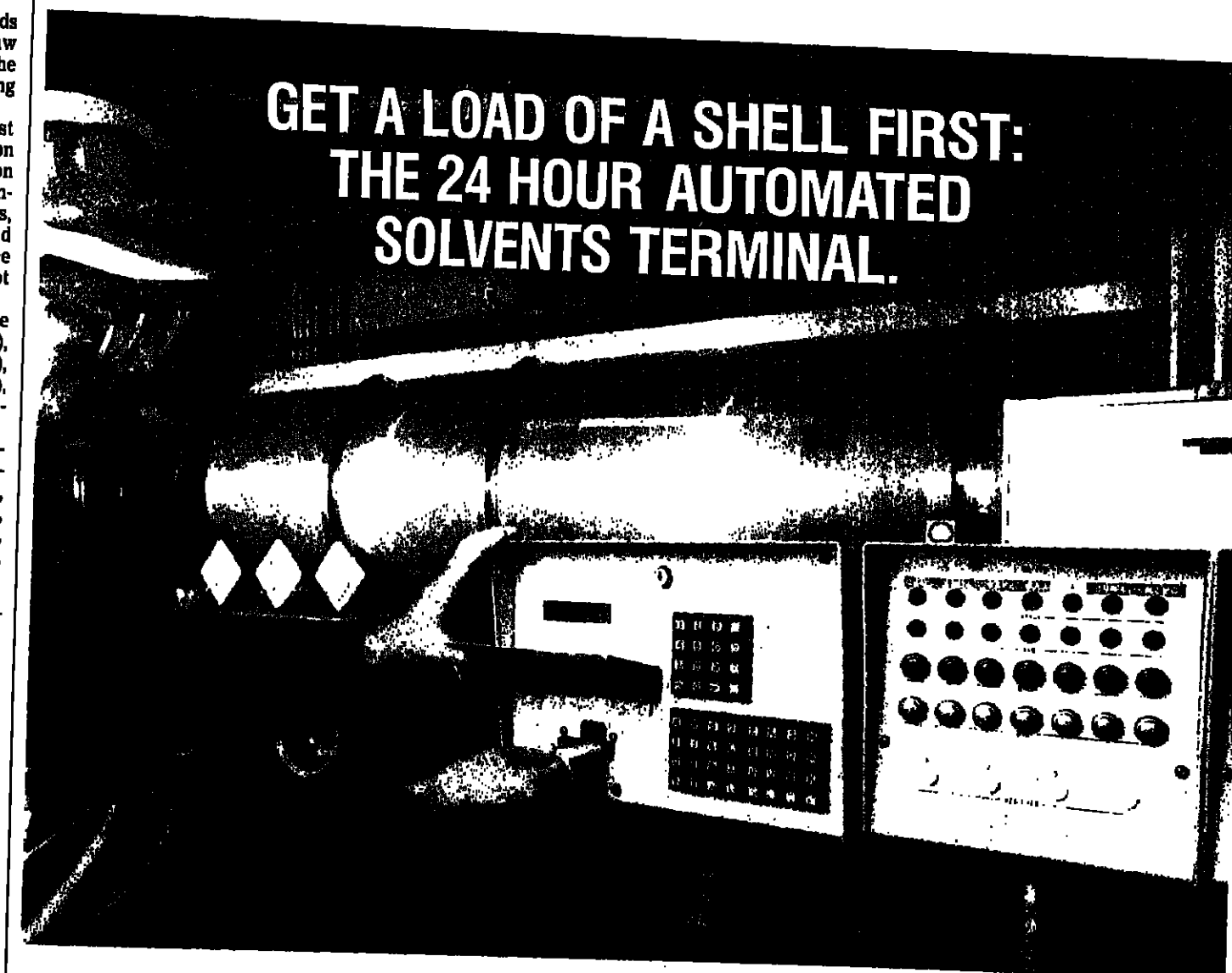
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## Mining Wastes Are Under Study

Environmental Protection Agency says it will study mining waste streams from the processing of ores and minerals to determine whether or not they should be regulated under the Resource Conservation & Recovery Act (RCRA).

Such waste streams were exempted from RCRA regulations in 1980 by Congress until these studies were completed.

But a Federal court last year imposed a September 30, 1986 deadline on the agency to complete its determination of which specific processing waste streams were encompassed by the mining waste exemption and should be studied.

Based on various comments received on an October 1985 proposal to determine the scope of the exemption, EPA was unable to issue a final regulation in time to meet the court-imposed deadline. Consequently, the

current mining waste exemption remains in place.

The agency says it will expedite and complete its first studies within a few months on the six wastes it proposed to list as hazardous in the October 1985 proposal.

Those wastes are spent aluminum pollers, copper acid plant blowdown, lead surface impoundment solids, ferro-chromium-silicon emission control dust/sludge, ferro-chromium emission control dust/sludge, and zinc wastewater sludge.

EPA says it will study the remaining processing wastes sequentially based on the level of health and environmental concern.

## Waste Tanks Get Restriction

Tanks used by small quantity generators to accumulate hazardous wastes before the wastes are shipped off-site would be subject to the same dual containment requirements now in effect for tanks maintained by larger generators, according to a proposal by Environmental Protection Agency.

Small generators who produce between 220 and 2,200 pounds of hazardous waste a month would be required to perform periodic leak assessments of all existing hazardous waste tank systems, and provide leak detection capabilities with the installation of secondary containment.

Under the proposal, secondary containment would be required for new tank systems, but would be phased-in for existing tank systems.

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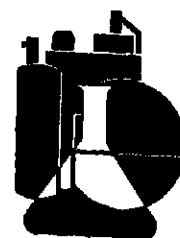
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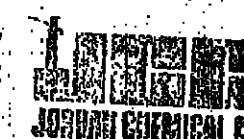
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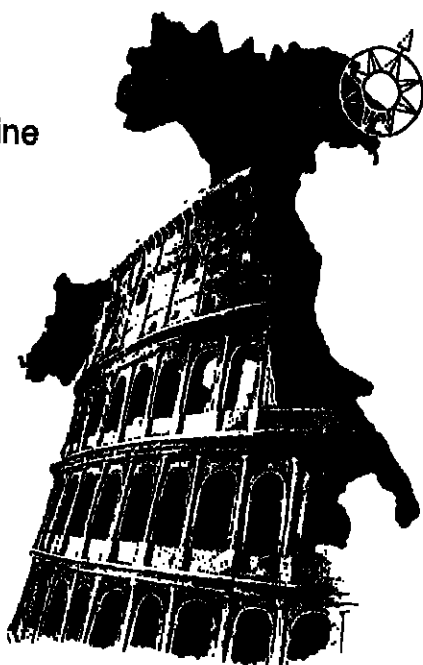


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## DRUGS & FINE CHEMICALS

### Lonza Initiates Price Increases For USP Niacin, Niacinamide

Lonza, Inc. has initiated the first USP niacin and niacinamide price increases in more than two years.

Effective November 1, all grades of USP niacin and niacinamide will cost \$8.50 per kilogram, an increase of 50 cents per kilogram. Furthermore, quantities of 1,000 to 4,999 kilograms of each product will move up to \$8.75 per kilogram, and quantities of less than 1,000 kilograms will rise to \$7 per kilogram. These increases also amount to 50 cents per kilogram.

The increases, if they hold, could indicate a turnaround for the lackluster USP side of niacin and niacinamide. As recently as July 1, when the prices for feed grades of niacin and niacinamide rose, the USP side was called depressed. A decrease in vitamin consumption led to oversupply and slackened demand, and pricing fell from between \$7.50 and \$8 per kilogram down to the recent level of \$6 per kilogram.

But now, says a Lonza spokesman, vitamin consumption is on the upswing. The spokesman believes there is a "trendiness" associated with taking vitamins now, as well as a trendiness in overall health consciousness. To further illustrate his point, he notes that manufacturers of foods such as soft drinks and cookies are promoting the products' vitamin fortification, even though they are not thought of as "health" foods.

Even though a price increase has finally occurred for the USP products, the Lonza spokesman is not convinced this is the beginning of a firming trend. He says that it is premature to speculate on future pricing, especially on the heels of a long depression.

Other USP suppliers of niacin and niacinamide are examining the increases, but have not yet announced whether they will follow Lonza's lead. One supplier says his company has not raised its prices for almost three years, and therefore will study the Lonza increase carefully.

**JULY INCREASES HOLDING**  
Meanwhile, the feed side's July price increases are holding, according to sources. As was the case for USP, the feed side saw depression for about two years before 1986 price hikes. With increased interest in how much feed grade niacinamide should be used in animal feeds, coupled with decreased broker activity because of the falling dollar, pricing is not expected to regress.

Current feed-grade pricing is as follows: for niacin, \$5.50 per kilogram for 200 bags and more; \$5.75 per kilogram for 40 to 199 bags; \$6 per kilogram for 10 to 39 bags; and \$6.25 per kilogram for one to nine bags. A bag is 25 kilograms.

For niacinamide, the prices are \$5.85 per kilogram for 5,000 kilograms and more; \$6 per kilogram for 1,000 to 4,975 kilograms; \$6.40 per kilogram for 250 to 975 kilograms, and \$6.75 per kilogram for less than 250 kilograms.

Overall, imports of niacin and niacinamide are substantially larger than last year's, while exports are substantially down. Through July, USP niacin imports are up threefold, to about 1.7 million pounds, up from about 554,000 pounds in 1985. Likewise, niacinamide imports rose to 2.1 million pounds, an increase of about 60 percent over 1985's 1.3 million pounds through July. The Bureau of Census doesn't differentiate between USP and feed grade niacinamide.

Exports have declined by about 30 percent, to 328,000 pounds, down from 469,000 pounds. Import statistics don't distinguish between USP and feed grades.

Observers do not expect the recent acquisition of Nepera, Inc. by CasaChem Group to have any effect on the marketplace, but they also note that it is too early to be certain.

**BACITRACIN** — This product's price has been stable since the beginning of 1986, reports a trade source. Demand is steady and strong.

Microfine nonsterile USP bacitracin is

listed at \$7.90 per million units, for orders of one billion units. For between one and five billion units, the price falls to \$7.70 per million units, and for more than five billion units, bacitracin costs \$7.50 per million units. Bacitracin zinc micronized nonsterile USP costs \$9 per million units, for an order of

### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

#### CHANGES/UP

None

#### CHANGES/DOWN

None

#### DRUGS INDEX

The Drugs & Fine Chemicals Index reflects the prices of 10 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986	211.18
Oct. 3, 1986	211.18
Sept. 12, 1986	211.18
Oct. 11, 1985	211.18

Chemical Prices Start on Page 40

one billion units. The price is \$8.40 per million units for orders of one to five billion units, and \$7.70 per million units for more than five billion units.

**IMMUNOPURIFICATION REAGENTS**  
Celltech Limited of England introduced a new entry in its line of immunopurification products recently, at "Biotechnica '86" in Hanover, West Germany.

The product, "Resolute-BSA," will be used to remove bovine serum albumin, a contaminant of pharmaceutical compounds produced by mammalian cell cultures such as therapeutic anti-cancer monoclonal antibodies, lymphokines and interferons. Celltech claims that its product will be the only one of its kind available worldwide.

"Laboratory trials have proven 'Resolute-BSA' to be highly effective in removing the bovine serum albumin...without significantly affecting the yield of the desired product," notes a Celltech spokesman. Another spokesman explains that after using bovine serum albumin, it may subsequently prove difficult to remove, because it behaves like the product it is being used in during separation.

Celltech also sells "Resolute IL-2" and "Resolute IL-2 IRMA" for the purification and assay, respectively, of interleukin-2.

**NITROGLYCERIN** — Parke Davis, a division of Warner-Lambert, has released a prescription nitroglycerin delivery system which allegedly treats and prevents angina pectoris, associated with coronary heart disease.

The product, "Nitrogard," contains nitroglycerin and is orally taken in a controlled release tablet form. According to Parke Davis, the nitroglycerin is impregnated into a matrix of fibers similar to cellulose. The product can be placed between one's upper lip and gum on either side of the front teeth or between one's cheek and gum. The tablet stays in place because once it is in contact with saliva, it becomes sticky.

"Nitrogard" is available in one-, two- and three-milligram tablets. Recommended starting dosage is one milligram, three times daily, preferably with meals. Usual maintenance therapy is two milligrams, three times daily. A spokesman notes, however, that this may vary, depending on a physician's recommendation.

**VITAMINS** — EM Industries is raising its prices for various vitamins, effective November 1.

Ascorbic acid is being increased by \$1 per

## DRUGS & FINE CHEMS

kilogram, to \$11. Also increasing, by \$3 per kilogram, is pyridoxine hydrochloride, which will cost \$36.

An EM spokesman notes that direct compression grade ascorbic acid, as well as other specialty grades, will rise proportionally. Lastly, EM is establishing a list price of \$14.50 per kilogram for calcium ascorbate. Previously, there was no published list price.

The spokesman attributes the price increase to US currency devaluation in relation to the deutsche mark. EM imports its vitamins from West Germany and claims that, because of the devaluation, "return on investment is poor."

These increases for vitamins are the first announced by a major player since Summer. EM, as well as other players, comments that prices for these vitamins are below the levels of the early 1980's.

Meanwhile, other vitamin sources are evaluating the EM increases. One spokesman claims that although the US dollar has been relatively stable recently, sellers anticipate a further softening and want to be prepared.

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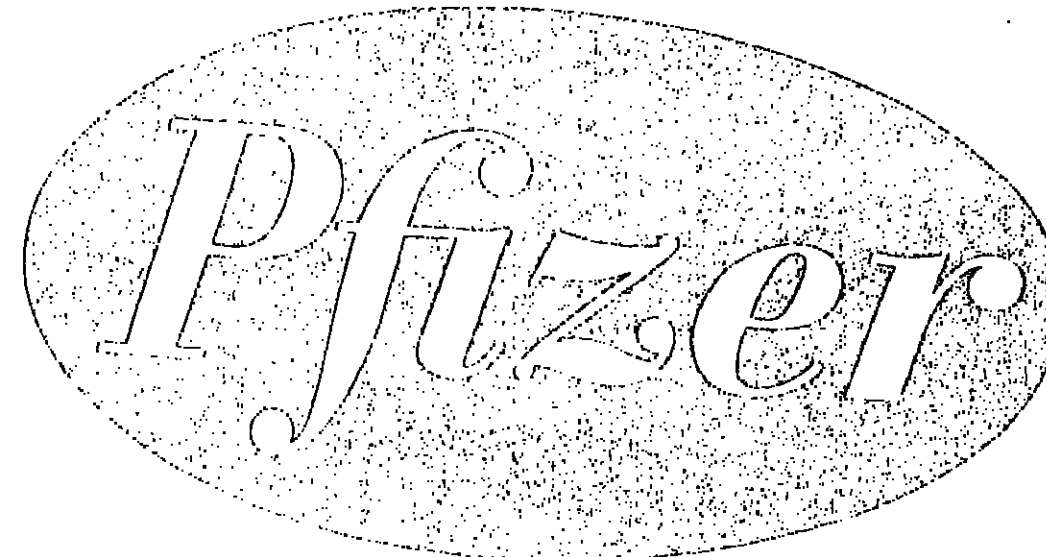
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CHEMICAL MARKETING REPORTER

23

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## Waste Study Funded by EPA

Tufts University Center for Environmental Management has received \$24 million from Congress to study the effects of hazardous waste on health and the environment. The grant will be administered by US Environmental Protection Agency. The center, which has previously received more than \$3 million in federal aid since it opened in 1984, sponsors research and organizes conferences on waste treatment policy and technology, groundwater contamination and health effects of chemical exposure, among other things.

The new grant will support research by center staff members and Tufts faculty members on the university's Medford, Boston and Grafton campuses. "Interdisciplinary research is being stressed," a

spokesman said. "Research projects will bring together medical specialists, engineers, scientists and policy analysts to address complex environmental problems."

"Of particular interest is the center's work on health issues, where it is assessing the effectiveness of several new quick, inexpensive tests of chemical toxicity in humans," he said.

This fall, the center will conduct the country's first national conference on household hazardous waste. It will be held in Washington, D.C., in cooperation with the EPA. The center also will co-sponsor an international environmental conference with the Sierra Club in 1987.

The center is supported by industry as well as the federal government. Stone & Webster Engineering Corp. in Boston, Monsanto, General Electric and AT&T are some of the early contributors to the center's Corporate Affiliates Program. Company representatives will help the center set a research agenda to address problems posed by industrial waste.

## Cd Pesticide Could Be Nixed

Environmental Protection Agency is proposing to cancel the pesticidal uses of cadmium after determining that the risks of continued use outweigh the benefits.

The agency says it based its decision on data which show that exposure to cadmium results in carcinogenic and adverse kidney effects in test animals and humans. It says it is primarily concerned about the hazard cadmium may pose to applicators.

Produced primarily by Mallinckrodt, Inc. and C.A. Cleary, Inc., cadmium compounds have been registered since the late 1940s as fungicides for control of certain diseases in ornamental turf. Cadmium fungicides are used almost exclusively by turf-maintenance personnel on golf courses.

Approximately 30 pounds of cadmium are

used annually for pesticidal purposes, less than 0.1 percent of the total cadmium usage in the United States. The majority of pesticidal use of cadmium is in midwestern states, where about eight percent of the golf course acreage is treated versus two percent nationwide.

Two application methods are used to treat golf course turf: hand held sprayers for greens and tees, and ground boom sprayers for fairways. Homeowners apply the pesticide by garden sprayers or hose-end applicators. Applicators are exposed to cadmium (via dermal and inhalation routes) during the mixing, loading and application.

EPA's estimates indicate that the dermal and inhalation exposure levels from use on golf courses are close to those which cause kidney effects. Estimates of exposure from application to home lawns are less but are of concern. The agency has also determined that the oncogenic risk to persons applying cadmium fungicides to golf courses, based on estimates of inhalation exposure, is unacceptable.



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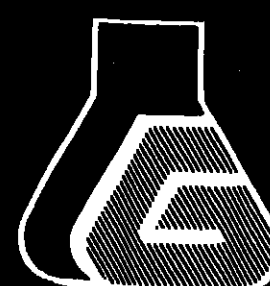
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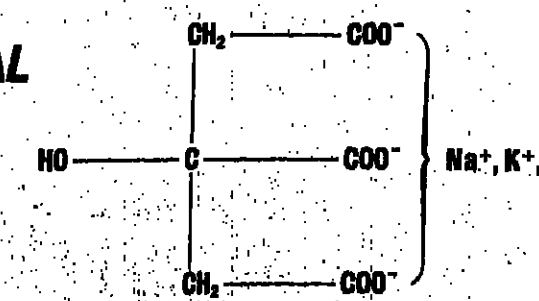
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October 19, 1986 CHEMICAL MARKETING REPORTER 37

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2. For the most part never visited a gum producing zone.
3. Published misleading statistics which ignore the realities of gum production in the world's arid zones.
4. Published literature and promotional material which completely ignores the botanical origin, geographical distribution and growing conditions of the acacia crop.
5. Blamed the roller-coaster rides of supply and demand and high prices on Mother Nature instead of using modern science and agribusiness techniques to improve natural conditions and product surety and quality.
6. All used the same gum processing sub-contractors for years.

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2. Created the first biosynergy among various acacia species to increase output and improve performance.
3. Created 5 companies in the producing African countries in partnerships with local brokers to develop and improve crop harvesting and export.
4. Planted 75,000 improved trees in 8 different locations while controlling 3 modern nursing facilities.
5. Organized four international symposia on gum tree development and gum production.
6. Built and continuously developed the largest existing gum processing plant in the world.
7. Developed more than 500 different application formulas based on gum arabic, all pre-tested in a fully equipped food processing pilot plant.
8. Founded, organized and sponsored the first university program for gum biochemistry and gum science (ICOL) offering PH.D's in gum chemistry.
9. Created a foundation, AIDGUM, for developing gum production and training gum producers.
10. Granted scholarships to more than 20 students or engineers from producing countries to be trained at ICOL and in various labs in biogeography, plant genetics, sylviculture, biological and botanical science.
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## FIFRA Reform

Continued from Page 7

baum amendment "a major threat to the bill," and says the industry would probably withdraw its support if the measure is retained.

Another potential roadblock is the question of liability. The House exempts farmers from liability for damages caused by pesticides provided they do not act negligently, but it shifts responsibility for cleanup to the pesticide manufacturer.

NACA favors the language adopted by the Senate Agriculture Committee which exempts farmers from liability for damages if they followed label directions, but does not shift the liability from the pesticide user to the manufacturer.

However, the committee's provision was deleted from the bill by Sen. Dave Durenberger (R-Minn.), so the matter will have to be resolved in conference.

The NACA spokesman says the industry is also somewhat concerned about a groundwater protection amendment added to the bill by Sen. Durenberger that focuses on the prevention of contamination, rather than on detection or cleanup.

The industry's concern stems from the fact that EPA would be required to issue regulations under the Safe Drinking Water Act which is within the jurisdiction of the congressional environmental committees.

NACA believes the industry's interests would be better served by placing the groundwater protection program under the jurisdiction of the agriculture committees.

Another area of major controversy is the issue of data compensation — how much money a generic pesticide manufacturer should have to pay to make use of a pioneering company's health and safety data on as pesticide, and how that amount should be determined.

Rather than generating the expensive data required for registration by EPA themselves, generic companies would prefer to buy the data from the companies that developed the pesticides and conducted the original research.

Current law allows this practice and provides for an independent arbitration board to determine the price to be paid to an R&D company for use of its data.

But the law does not specify whether the

price should be based on the amount it cost the innovator company to perform the health and safety tests — usually a few million dollars — or on the market value of the pesticide — which can be worth tens or even hundreds of millions of dollars.

In the only case to go to arbitration so far, the award amounted to 60 percent of the cost of the data plus a ten-year royalty. In all, the value of the award is estimated to exceed \$15 million — an amount five times the cost of producing the data. Fearing similar arbitration decisions, generic manufacturers have been reluctant to enter the market.

The House bill slightly alters current law by limiting data compensation awards to twice the amount it cost to develop the data only in cases where the R&D companies have obtained patent term extensions.

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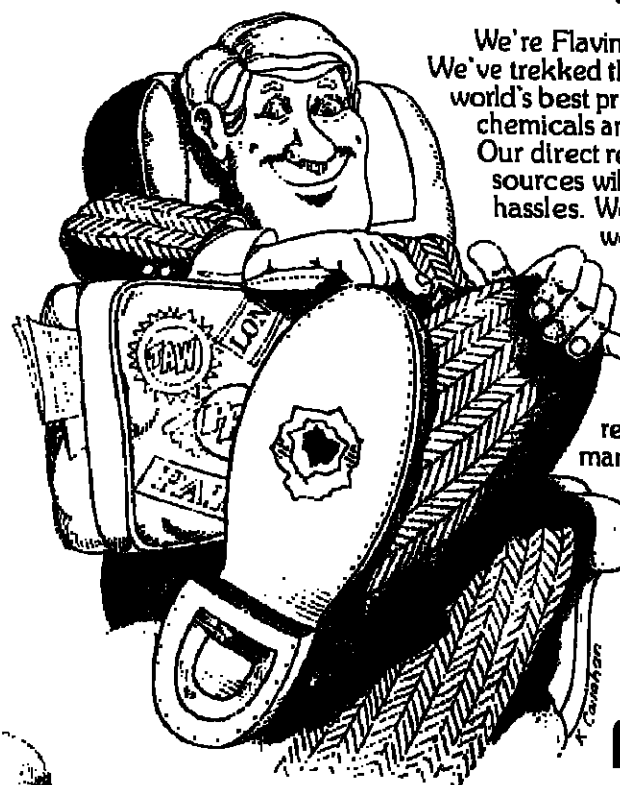
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## Fertilizer Group Sees Challenges

International trade barriers, mounting debt in Third World nations and modest demand projections are the major challenges facing the fertilizer industry, according to speakers at a recent international fertilizer conference.

US producers oppose American Export-Import bank loans to national industries competing directly with domestic manufacturers, said Gary D. Myers president of the Fertilizer Institute and host of the Institute's World Fertilizer Conference recently held in San Francisco. He says the Institute is lobbying Congress to take trade retaliation measures against countries imposing tariff and nontariff barriers against US exports. "We only seek trade reciprocity," he says, noting that all fertilizer imports enter the US duty-free.

The current weak fertilizer economy is largely due to decisions made thirty years ago based on predictions of world food shortages, according to Emil S. Finley, president of International Commodities Export Corporation, a New-York-based marketing firm. "The famous and loud clarion which began to call on us over thirty years ago kept warning us for decades that the world was to starve and that the only way to save it from starvation was to build more and bigger fertilizer plants," he said. Mr. Finley also commented that industry tends to be "oblivious" to the

world agricultural market, and acts solely on domestic demand.

In contrast to the forecasts of food shortages, Mr. Finley pointed out that agricultural output has increased 30 percent in the past twelve years, and prices have fallen. Fertilizer and other raw material production has also shot up 33 percent during this period, he added, in both industrialized and developing economies.

Naturally enough, the industry's oversupply has created poor returns on investment, a situation that will persist due to continued capacity buildup in developing nations, according to John W. Marshall, fertilizer business area and purchasing director for Imperial Chemicals Industries, PLC. This problem is exacerbated in US and Western Europe, he said, because nitrogen plants, main raw material, natural gas, is expensive compared to many developing countries with industries owned or supported by government.

## Toyo Soda Sells Unit To Seydel Companies

Seydel Companies has completed an agreement with AZS Corporation, a subsidiary of Toyo Soda (Japan) to purchase its Seydel-Woolley Textile Warp Size Chemical Division, which Toyo Soda acquired in its merger with AZS in 1980.

AZS president Robert Short says that Toyo Soda's decision to sell its textile sizing business was a result of a corporate realignment of marketing objectives.

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## HEAVY & AG CHEMICALS

### Liquid Alum Producers Post An \$8 Off-List Price Increase

Off-list price increases announced by major liquid aluminum sulfate producers may serve to boost margins in a market where prices have steadily eroded since October 1984, when a price hike was last announced.

Last week, General Chemical Corporation, North America's largest alum producer, increased sub-schedule prices by \$8 per net ton (dry basis), following a similar announcement by Stauffer Chemical Company a week earlier (CMR, 10/6/86, pg. 33).

General Chemical's increase is effective October 13 on spot orders and as terms allow on contract business. It affects all the company's producing locations East of the Rockies.

General Chemical cites increases in the cost of labor and fringes, aluminum raw materials, transportation and product liability insurance as reasons for the action. American Cyanamid Company, the third major producer, says it is studying the matter.

Producers say price erosion can be attributed to demand that has been flat at best over the past few years, and to increased industry capacity, resulting from the proliferation of small independent producers.

One smaller producer says that in the early 1980's, when alum prices were strong, smaller manufacturers entered the market with relatively little reaction from the major marketers.

### SEVERE PRICE EROSION

In recent years, however, the majors have begun reacting, and are said to be sometimes fighting for market share at the expense of profit. Price wars are reportedly occurring in some areas of the Southeast. One source says prices in areas of Georgia have dropped by up to 40 percent over the past two years.

Producers say that some price firming has occurred over the course of the year in isolated pockets where competition has been most severe. Georgia and parts of Florida are cited as having firmed up.

In most areas, however, prices have remained depressed, and most producers say a price increase is necessary. Most hikes will not come until the end of the year, when almost all municipal accounts are re-bid and most pulp and paper accounts are re-negotiated.

Prices to municipal water treatment accounts are set on a lowest bid basis, while prices to the pulp and paper industry vary regionally.

Municipal prices in Georgia can go below \$90 per ton, according to one source. To the north of that area, municipal accounts are put in the \$105 to \$120 per ton range, delivered, with large industrial accounts in that area paying from \$100 to \$110 per ton f.o.b. plant. Midwest prices are said to be firmer, and tend to run between \$10 and \$15 per ton off list levels, according to one producer.

Aluminum sulfate demand in 1986 is a matter of debate. Several of the smaller producers who have been in the market for a number of years report that the Commerce

Department has only this year begun acknowledging their production for the purpose of compiling statistics.

Recently revised 1985 figures, which take into account the previously missing output, show production for the year to be 1,190,628 tons, as opposed to a formerly reported 1,003,324 tons. Production for the first seven

### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

#### CHANGES/UP

Aluminum sulfate (liquid), \$8 per ton

#### CHANGES/DOWN

None

#### HEAVY & AG INDEX

The Heavy & Ag Chemicals Index reflects the prices of 18 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986	113.69
Oct. 3, 1986	113.69
Sept. 12, 1986	113.69
Oct. 11, 1985	113.69

Chemical Prices Start on Page 40

months of 1986 is put at 697,476 tons, down just over 1 percent from the revised figure for the same period last year. Production figures are for liquid and dry alum; the liquid accounts for over 80 percent of the total.

Some producers are skeptical of these figures as well. They claim that drought conditions in the Southeast this Summer have increased alum use in water treatment. One producer notes that the water treatment facilities he is familiar with were working at capacity for much of the Summer.

Likewise, the pulp and paper industry is operating at higher rates this year as compared to last, and many producers feel alum consumption by that industry has also improved.

### BASES & SALTS

**SODIUM CHLORATE** — KemaNord Inc., has announced a new list price for sodium chlorate solution (R-2) of \$330 per R-2 unit, f.o.b. Columbus, Miss., freight equalized with the nearest recognized producing point. This new list price is effective immediately on spot sales and on contracts, as terms permit.

An R-2 unit consists of one ton of sodium chlorate and 0.8 tons of sodium chloride. KemaNord notes that more than 150,000 tons of high cost sodium chlorate capacity has been eliminated in Eastern North America during the past year and this, coupled with the normal growth in consumption, has improved the supply/demand balance considerably.

KemaNord raised sodium chlorate crystal.

### FERTILIZER CHEMICAL OUTPUT: JULY

CENSUS BUREAU NUMBERS IN SHORT TONS ON KEY FERTILIZERS.

	JULY	JUNE	JULY '85
Ammonia, syn., anhyd.	1,007,538	1,115,982	1,312,272
Ammonium nitrate	366,739	447,765	555,878
Ammonium nitrate/urea solutions	144,612	167,583	195,965
Monosodium phosphate	68,228	70,638	124,758
Other ammonium phosphates	48,333	46,510	34,572
Ammonium sulfate	185,022	180,007	174,920
Diammonium phosphate	685,869	645,845	623,857
Nitric acid	695,070	721,488	612,639
Phosphoric acid	445,490	525,224	541,917
Sulfuric acid	2,899,361	2,914,027	3,202,265
Superphosphate, concentrated	149,808	149,791	222,474
Superphosphate, normal & enriched	25,750	3,513	19,145
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## HEAVY CHEMICALS

List prices in August (ENR 8-11-86, pg. 29). Several producers have raised their prices for liquid sodium chlorate.

## METALS & MINERALS

**COPPER** — This metal's price has been fluctuating since the end of July. The reason for this, says a producer, is that market conditions are pulling copper's price in two directions.

Copper pricing generally rides on the cost of precious metals pricing, and with Congress' recent override of President Reagan's veto of South African economic sanctions, platinum, gold and silver prices are rising. This has had a firming effect on copper.

On the other hand, supplies are increasing on the New York and London exchanges. So, says the producer, pricing has moved both up and down. He quotes a price of \$2.10 per

pound, but notes that the price was 10¢ per pound three weeks ago. At the end of July, copper's price was 62¢ per pound.

**LEAD** — Lead prices are firming in tribute to increased battery prices for new car models. Battery prices, which began rising in the Fall, account for 75 percent of lead demand.

Lead's current price is 24¢ per pound, according to one source. He says that price has risen steadily since the end of June, when it was 21¢ per pound.

## Toxics Rules

Continued from Page 7

ments giving Federal officials the legal power they seek, but the provisions included in reauthorization legislation. White House has threatened to veto.

In their appeal, EPA lawyers argue superfund provides the authority to seize property when necessary to clean hazardous substances. The law gives broad powers to clean up abandoned sites.

"The decision of the court of appeals frustrates EPA's efforts to conduct hazardous waste cleanup actions," the agency told the court. "The immediate effect of the decision is to halt all efforts to cleanup contamination at the Waukegan site."

Attorneys for Outboard Marine Corp. the appeal, said EPA's plans for the site would have a profound effect on the 2,000 employees, would disrupt trade and limit the company's access to its property, including six acres of a parking lot.

The company also said there is no scientific proof that PCBs in the harbor pose risk to fish, drinking water or air.

The first phase of EPA's plan for the site would involve moving truck-mounted rigs, pickup trucks and other equipment from the complex grounds.

In another case, the justices refused to overturn Federal regulations limiting discharges by the non-ferrous metal industry into the nation's waterways.

## Icahn Pursues USX

Continued from Page 9

years ago, when it rescued Maraca Company from a hostile takeover by Mobil Corporation.

Mr. Icahn has denied that he will use "greenmail" in this effort, but this is necessarily an irrevocable commitment. The target company buys back shares acquired by the raider by paying a large premium. Ferro Corporation, for example, retained its independence by buying back a 20 percent stock interest in Crane Corporation, which was seeking a merger.

What has made USX — and other companies, for that matter — vulnerable to takeover has been the declining efficiency of steel operations in the US, both because of high labor rates and the increasing dependence of most of the industry's plants on trends that are mutually aggravating.

The companies have responded by laying off and seeking more specialized in the steel business, but neither of these policies has fully compensated for the large portions of the basic commercial business.

Target companies who have viewed whatever steps are necessary to survive the takeover have been almost successful in recent years. USX management will be strongly motivated in their view the fact that Mr. Icahn's policy is to buy most of a company's management and own people.

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## Superfund Showdown

Continued from Page 5

would have to stay in session to override it, and I believe the sentiment among my colleagues to do so is strong."

The President is required to sign into law or veto a bill within 10 days (excluding Sundays) of the date it is formally received at the White House. However, if Congress adjourns during the 10-day period, the President can kill the bill by doing nothing, figuratively keeping the bill "in his pocket."

Both Republicans and Democrats strongly urged the President to reject the veto option during the floor debate.

A veto, says Rep. Norman Lent, R-N.Y., "would be a grave error. It would bring cleanup action at thousands of superfund sites to a halt, and we cannot allow that to happen."

"The American people regard superfund as the environmental issue of the decade," adds Rep. Florio. "A presidential veto of this vital program would demonstrate a monumental insensitivity on the part of the administration to the overwhelming support the toxic waste cleanup program has among the American people, the House and the Senate."

But opponents denounced the bill as "fundamentally flawed" and challenged tax provisions they said would ultimately be added to the price of consumer goods.

It would be inconsistent, said Rep. Hal Daub, R-Neb., for lawmakers who have opposed tax increases to vote for the superfund bill, which would raise taxes on the petroleum industry and order new taxes on all firms with taxable annual income over \$2 million.

Shortly before the House vote, Sen. Robert Packwood, R-Ore., and 80 other senators—including 35 Republicans—sent President Reagan a letter, urging him to sign the bill despite the administration's opposition to the tax provisions.

"The continuance of the program is criti-

cal to the health and safety of every American," the senators wrote. "We must all compromise. Environmental Protection Agency is desperately in need of funds. We cannot let this program in jeopardy while we continue to debate funding mechanisms."

Senate Republican leader Robert Dole of Kansas told his colleagues there "may be some flexibility" in the White House position if President Reagan is reassured the superfund tax will not be increased in the next few years.

If the President does veto the bill, Sen. Dole added, "I hope he does it promptly, so we can act on it (vote to override) before we leave." Congress plans to adjourn soon so members can campaign for the November election.

EPA Administrator Lee Thomas Jr. warned that superfund's lack of money means a shutdown is inevitable by year's end unless a new law is enacted before Congress adjourns.

The financing provisions would pay for the program with a broad-based corporate tax raise \$2.5 billion, an 8.2 cent-a-barrel tax on domestic oil to raise \$1.25 billion and a higher 11.7 cent-a-barrel levy on imported oil to raise \$1.5 billion, a \$1.4 billion tax on feedstock chemicals, \$1.25 billion from general taxpayer revenues, and \$300 million each in cost recoveries from responsible parties and interest from fund monies.

In addition, a 0.1 cent-a-gallon tax on motor fuels would raise \$500 million for a separate fund to pay for the cleanup of leaking underground storage tanks.

The American Petroleum Institute has denounced the tax on crude oil production as unfair and a coalition of more than 100 manufacturing firms, led by the Grocery Manufacturers of America, oppose the bill because it contains the broad-based tax.

But the chemical industry and environmental groups have endorsed the package.

## Acid Rain Theory Posited by NOAA

Ocean upwelling, a process through which deep-ocean water is circulated to the surface, may add more acid rain-producing chemicals to the atmosphere than previously recognized, according to a scientist with the Commerce Department's National Oceanic & Atmospheric Administration (NOAA).

Dr. F. P. Parungo of the agency's Environmental Research Laboratories in Boulder, Colo., reports heavier concentration of sulfate and nitrate particles suspended in the atmosphere over areas of upwelling in the Pacific Ocean than over other portions of the ocean.

This is the first time a correlation between upwelling and concentrations of sulfate and nitrate particles has been noted, and shows that concentrations of acid rain precursors put into the atmosphere from the oceans varies from place to place, Parungo said.

Reporting in the Journal of Atmospheric Chemistry on a Pacific cruise aboard the

NOAA research vessel Discoverer, Dr. Parungo said maximum quantities of acid rain-producing chemicals were found in air samples collected at upwelling locations off the U.S. Pacific coast, along the Equator, and off the Antarctic.

Dr. Parungo said that particles of sea salt-bearing sulfates and nitrates are transported from the ocean into the atmosphere via sea spray of air bubbling at the surface.

The relative concentrations of sea salt components in the air and the sea water are almost identical, but in areas where upwelling is occurring, there can be up to 100 percent more sulfates in the air sample than in the water, and up to 1000 times more nitrates, Dr. Parungo said.

This, she explained, is caused by the ocean spray particles intermingling with sulfur- and nitrogen-containing gases produced by biological activities in nutrient-rich waters. The gases escape into the atmosphere where they are converted to sulfate and nitrate particles by photo-chemical reactions.

"These additional particles could serve as cloud condensation nuclei to initiate cloud formation and promote precipitation," Dr. Parungo said.

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## COATINGS & PLASTICS

### PVAc Margins Pressured By Rising Material Costs

Producers of polyvinyl acetate homo- and co-polymers (PVAc), who saw selling prices fall an average of 2 cents per pound over the first half of this year, now have higher raw material costs to contend with as well.

Not only have makers of vinyl acetate monomer (VAM), the key PVAc precursor, posted 2-cent-per-pound price increases for this quarter, but costs for other important intermediates, among them n-butyl acrylate and dibutyl maleate, have gone up 2 to 3 cents per pound this month.

Compounding the problem, polymer producers say, has been further price slippage in specific areas of the US, brought on by overcapacity and aggressive discounting. Since July, in Florida and Chicago and along the West Coast, sublet prices for PVAc have slipped, depending on grade and end use, an additional 1 to 2 cents per pound.

So far, manufacturers have swallowed these higher costs, complaining that the market has been unresponsive to their attempts to pass along higher production costs. This year, several VAM price increases were later withdrawn, and skeptical PVAc customers will need convincing that the recent VAM increases are holding before they will pay more for PVAc.

No PVAc producers have announced price increases, but all complain that price erosion has had a noticeable impact on margins. Over the past nine months, says one producer, VAM prices had come down substantially, but PVAc prices, in response to rampant discounting and a soft economy had come down in excess of any company savings. "Margins were poor enough without the VAM increase," he says, referring to the current situation.

#### DISCOUNTS STILL THE NORM

Discounts between 10 and 20 percent off list price have become the norm in the PVAc market this year. With discounts, prices for paper grades, which sold between 28 cents and 30 cents per pound in July, are now said to range from 24 cents per pound (for large volume customers) to 29.5 cents per pound, while adhesive grades are selling between 26 cents per pound and 28 cents per pound. Paint-grade prices are uniformly 1 cent per pound lower than they were in July, ranging between 26 cents per pound and 32 cents per pound.

Demand this year has been steady, tracking GNP, and the overall size of the market is expected to grow by 2 to 2.5 percent, to around 1.6 billion pounds. Reflecting current high rates of construction, paint and adhesive demand have grown faster than the market as a whole.

One producer reports that PVAc sales to the paint and coatings industry (including vinyl acrylate and acrylate copolymers) should rise 8 percent over last year's already healthy figure, to 577 million pounds. Others feel that this figure is too high; 4 to 5 percent would be a more accurate description, they say, with between 2 and 2.5 percent of the total accounted for by latex paints.

Paper demand is expected to show 2 percent growth this year, reaching 270 million pounds. Paper makers reportedly have been switching back and forth between PVAc and styrene-butadiene (SB) latex in certain applications where qualities of the two materials overlap. For most of this year, SB latex has been the material of choice.

Although one producer feels that a trend away from use of SB latex has become more pronounced lately, as the paper industry moves away from production of "publication grade" paper, most producers feel that this is only a temporary displacement. SB latex, a lower priced product, will definitely remain the paper industry's favorite, they say.

Together, paint and paper segments traditionally account for 60 percent of the total PVAc market. A fairly flat paper market is

expected to bring this figure to 54 percent of the total.

The adhesives market segment is expected to grow between 3 and 5 percent overall, to reach a figure of over 740 million pounds this year.

Total merchant capacity for PVAc, including homopolymer and acrylate copolymers,

#### PRICES TRENDLINES

WEEK ENDING OCT. 10, 1986

##### CHANGES/UP

None

##### CHANGES/DOWN

None

##### COATINGS INDEX

The Coatings & Plastics Index reflects the prices of 13 representative materials in this sector and the quantity of each produced in 1985.

Oct. 10, 1986	306.4
Oct. 3, 1986	306.4
Sept. 12, 1986	306.4
Oct. 11, 1985	306.4

Chemical Prices Start on Page 40

excluding captive capacity, is said to be between 2 and 2.4 billion pounds per year, with utilization rates quoted between 70 and 75 percent of nameplate.

Within the past five years, several firms have shut down facilities. Last year, Reichold Chemicals Inc. closed its Tacoma, Wash., plant, but brought an equivalent amount of new capacity on-line through debottlenecking, with no effect on its total capacity or output. Producers say that industry capacity figures have been stable for the past two years.

Last quarter, some producers reported that captive latex facilities of several paint companies had been closed when the firms failed to comply with EPA emission regulations. This had had no impact on merchant demand for PVAc, however, producers say, because affected companies had their latex requirements tolled by other paint manufacturers.

#### PRIME PIGMENTS

**ORGANIC PIGMENTS** — Producers of phthalocyanine, quinacridone and azo organic pigments report that prices have been stable since July, when increases were posted by all major US manufacturers.

This year, the overall market is expected to grow by 2 percent; producers see revenue reaching \$550 million by the end of this quarter.

Demand within the traditional paints and coatings market segment, which currently accounts for around 30 percent of the total market, is expected to mirror the overall market's 2 percent growth.

Plastics applications, which comprise between 20 and 25 percent of the total market, represent a high growth area. Producers expect demand in this portion of the market to grow between 6 and 8 percent this year.

High-solid automotive coatings applications are becoming increasingly important, with many producers concentrating on improving the rheology of quinacridone and phthalocyanine pigments, which have traditionally shown poor flow characteristics.

The Dyes & Pigments Division of Mobay Corporation has recently introduced a new line of improved flow perylene and quinacridone pigments. These products, "Perrillo Maroon" R-8436, "Perrillo Red" R-8437, "Quinto Magenta" RY-6853 and "Quinto Red" R-8713, are said to allow for higher

Continued on Page 36

## Chemical Finance

### Celanese Canada Boosts Dividend on Preferred Stock

Celanese Canada Inc.'s directors have raised the dividends on the company's two series of preferred shares by about 23 percent to \$2.16 per share on the \$1.75 series and \$1.24 on the \$1.00 series, payable December 31 for the full fourth quarter.

At a special meeting of common and preferred holders, approval was given to a series of amendments which make explicit, under terms of the issues, the company's right to repurchase common shares. When the preferreds were issued in 1945 and 1947, Canadian law did not allow companies to buy back common shares. Celanese Canada said that it has not instituted any common share repurchases and has no present plans to do so, but that it wanted to remove any possible impediment to future purchases.

### Greenwell Montagu Boosts Montedison, BASF Ratings

Greenwell Montagu Research, of the UK and New York, has lifted its ratings on several companies, including BASF AG, Croda Company, LaPorte Industries PLC and Montedison SPA, and has lowered ratings on Rhone Poulenc and Brent Chemicals.

BASF, formerly rated as a hold/buy is now a straight buy recommendation, and Montedison's shares have been upgraded from sell to hold. Brent, which was hold/buy, has been downgraded to hold, as has Rhone Poulenc.

Unchanged are Greenwell Montagu's hold/buy recommendation for BOC (formerly called British Oxygen Company) and the sell recommendation on L'Air Liquide, of France.

### Hanson Industries Selling USI Agribusiness

Sir Gordon White, chairman of Hanson Industries, US arm of Hanson Trust PLC, of the UK, said Hanson has signed a definitive agreement to sell USI Agribusiness Inc. to a Pennsylvania general partnership consisting of Hershey AgriTech, Inc. and Meerpohl Limited Partnership for approximately \$7.6 million in cash and notes.

For the year ended September 30, USI Agribusiness, formerly a division of US Industries, had sales of approximately \$25.7 million and operating results were approximately breakeven.

### Ethyl Recommendation Affirmed by E.F. Hutton

E.F. Hutton & Co. is currently recommending accumulation of Ethyl Corporation's shares for short-term investors, but for longer term accounts, Ethyl is rated by Hutton as an average performer. John P. Henry, Hutton's chief chemical analyst, maintains an earnings estimate of \$1.35 per share for Ethyl this year, up from 92 cents last year, and the outlook is for \$1.60 per share in 1987.

The good earnings gains for Ethyl this year are coming from lead additives and First Colony Insurance Company, with additional gains from the firm's bond portfolio. The company's flame retardant chemicals business continues to show disappointing earnings, but Mr. Henry expects second-half results to be much improved. Ethyl is still incurring one-time expenses in the transfer of its bromine-based flame retardant chemicals production from Sayreville, N.J., to Magnolia, Ark., the Hutton analyst noted.

### Mabon, Nugent Is Positive on Chemical Stocks

Mabon, Nugent & Co. remains positive on the chemical industry outlook and recommends the shares of some of the industry's major companies despite relatively modest growth in output in recent months. Most sales volumes are satisfactory, while volumes in plastics, textiles, soaps and toiletries have been relatively strong, comments Robert S. Reitzel, Mabon, Nugent's chemical analyst. In addition, capital appropriations are being increasingly applied to productivity improvements, Mr. Reitzel adds.

The Mabon, Nugent chemical analyst recommends an overweighting of the industry's stocks in investors' portfolios. His recommendations include Dow Chemical Company, National Distillers & Chemical Corporation, Rohm and Haas Company, E.I. du Pont de Nemours & Co. and Hercules Inc.

### Chemical ROE Rises in Second Quarter

The average after-tax return on equity for chemical manufacturers in the second quarter advanced to 14.9 percent from 12.8 percent in the previous quarter and 13.4 percent in the same period a year ago, according to the latest report of Census Bureau, Department of Commerce.

For industrial chemicals and synthetics, the results were even better, as the ROE advanced to 18.6 percent from 13.9 percent. In the pharmaceutical industry, returns averaged 19.5 percent, versus 19.8 percent in the previous period and 17.8 percent a year earlier.

The ROE in the petroleum industry recovered from its severe depression, reaching 11.1 percent, as against the 7.5 percent of the previous period and 5.2 percent a year ago. The ROE in rubber was 13.6 percent, up from 8.5 percent in the previous period and 6.1 percent a year ago, Census Bureau said.

### Cooper Development Signs Acquisition Contract

Cooper Development Company, a Palo Alto, Calif.-based investor in health care companies, has agreed on final terms for acquiring Cooper LaserSonics Inc., Santa Clara, Calif., a maker of surgical devices.

Securities of Cooper Development valued at \$5 will be swapped for each of the 19.4 million Cooper LaserSonics common shares outstanding, in a deal totaling about \$95.6 million. The securities to be traded will comprise a package of common and preferred Cooper Development shares.

### Ferro Is Experiencing Good Earnings Growth

Ferro Corporation expects to report strong year-to-year gains in both sales and earnings for the third quarter ended September 30, Adolph Posnick, president and chief executive officer, told a meeting with security analysts in Los Angeles last week. Citing improved market conditions in both the US and Europe, Mr. Posnick said that Ferro should report net income of approximately \$8.5 million, or 98 cents per share, on worldwide sales of about \$176 million, as compared with \$3.4 million and \$168.1 million a year ago.

### Montedison Wins Control of Milan's Mediobanca

Montedison SpA, Italy's highly diversified producer of chemicals, electric power and a broad range of consumer products and services, has won its fight for control of Mediobanca, a large merchant bank headquartered in Milan. Raul Gardini's Ferruzzi agricultural business, a group friendly to Montedison, raised its stake in Mediobanca from 1.6 percent to 14.5 percent, thereby assuring control to Montedison.

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Chlorinated paraffin. Zone 2 prices are 1¢ per lb. higher.

Chlorinated paraffin, Zone 2 price is 1c. per lb. higher and Zone 3 price is 1c. per lb. higher and L.L. drum prices are 50c per lb. higher		
Chlorinated paraffins, 5, 10, 20 cpa., bgs.		
4, 11, divd., .....	1b.	2.86
40 cpa., bgs., 11, divd., .....	1b.	1.92
128 cpa., bgs., 11, divd., .....	1b.	1.92
300 cpa., bgs., 11, divd., .....	1b.	2.76
Chlorine tanks, single unit works, f.o.b., tri. equiv., .....	100	195.00 200.00
Chlorosulfonic acid, concn. 20% H <sub>2</sub> O, 99% bulk f.o.b. works, .....	1b.	1.58
2-Chloro-4-aminotoluene, tech., 10, 40 cpa., dms., c.i., f.o.b. works, .....	1b.	1.83
o-Chloroaniline, liqtd. dms., c.i., f.o.b. works, .....	1b.	1.83
tanks, same basis, .....	1b.	1.85
p-Chloroaniline, sold, 11, f.o.b. tanks, dms., c.i., same basis, .....	1b.	1.70
o-Chlorobenzaldehyde, dms., t.l., works, .....	1b.	2.45
p-Chlorobenzaldehyde, dms., 2,000 lbs. or more, .....	1b.	3.94
o-Chlorobenzic acid, dms., 111. wts., .....	1b.	3.80
p-Chlorobenzic acid, dms., 500-lb. lots or more, works, .....	1b.	1.89
p-Chlorobenzoic acid, 400 lb. tech., consumers, tanks, c.i., divd., .....	1b.	2.41
NF tanks, min., consumer, 4,000 gals. divd., .....	1b.	35%
2-Chloro-4-nitrofluorene, pasta, commodity basis, dms., c.i., f.o.b. works, .....	1b.	3.05
powd., same basis, .....	1b.	3.16
4-Chloro-2-nitrofluorene, pasta, 172.5 mol. wt., commodity basis, dms., t.l., f.o.b. works, .....	1b.	2.25
powd., same basis, .....	1b.	2.70
o-Chlorophenol, dms., c.i., tri. equiv., .....	1b.	2.00
p-Chlorophenol, dms., c.i., tri. equiv., .....	1b.	1.26
Chlorophenol, coml., 1,500-lb. cysls., 11, f.o.b. works, .....	1b.	1.25
Chlorotoluenes, tech., 11, tri. equiv., .....	1b.	18%
p-Chlorotoluene, tanks, tanks, works, .....	1b.	1.00
Chlorosulfonate, dry, 100,000 lbs. per gran., kilo lots, .....	1b.	24.00
Choline bitartrate, cryst., 98% min., 50 kilo dms., f.o.b. Springfield, Mo., .....	1b.	6.90
Choline chloride, feed grade, 95% aqueous, t.c., 11, divd. E. of Rockies, .....	1b.	.28
60% dry supplement, .....	1b.	.39
Choline chloride, dry, 100% supplement, bulk, 50,000 lbs. min., .....	1b.	.40
Choline chloride, pharmaceutical, 50 kilo, lots, f.o.b. Springfield, Mo., .....	1b.	5.00
Choline hydrogen citrate, 98% min., 20 kilo lots, f.o.b. Springfield, Mo., .....	1b.	6.00
Chrome green, CP extra light, bgs., divd. E. of Rockies, .....	1b.	1.68
light, bgs., same basis, .....	1b.	1.70
medium, bgs., same basis, .....	1b.	1.72
dark deep, bgs., same basis, .....	1b.	1.74
Chrome orange, CP, bgs., divd. E. of Rockies, .....	1b.	83
Chrome yellow CP bbs., divd. E. of Rockies, .....	1b.	1.09
Chrome acid, 98%+ dms., c.i., tri. equiv., .....	1b.	1.26
Chrome alum, acid, 98%+ dms., c.i., grd., same basis, .....	1b.	1.18
Chromium acetate, acid, 98%+ dms., 500-2,000-lb. lots, works, .....	1b.	1.10
Chromium fluoride, dms., t.l., works, .....	1b.	1.61
Chromium nitrate, dms., t.l., f.o.b., 10% metal sol., 500-lb. dms., same basis, .....	1b.	74
Chromium oxide, hydrated, 60-b., pure, bgs., .....	1b.	5.50
chromic acid, 98%+ dms., c.i., chromic aldehyde, cns., dms., .....	1b.	9.00
chromic aldehyde, 25-lb. cns., .....	1b.	1.85
chromic acid, 98%+ dms., c.i., .....	1b.	4.50
chromic acid, 98%+ dms., c.i., .....	1b.	1.05
chromic acid, 98%+ dms., c.i., .....	1b.	88.00
chromic acid, 98%+ dms., c.i., .....	1b.	2.70
chromic acid, 98%+ dms., c.i., .....	1b.	5.50
chromic acid, 98%+ dms., c.i., .....	1b.	3.18
chromic acid, 98%+ dms., c.i., .....	1b.	1.19
chromic acid, 98%+ dms., c.i., .....	1b.	.86
chromic acid, 98%+ dms., c.i., .....	1b.	2.12
chromic acid, 98%+ dms., c.i., .....	1b.	5.05
chromic acid, 98%+ dms., c.i., .....	1b.	4.80
chromic acid, 98%+ dms., c.i., .....	1b.	3.95
chromic acid, 98%+ dms., c.i., .....	1b.	8.88
chromic acid, 98%+ dms., c.i., .....	1b.	5.50
chromic acid, 98%+ dms., c.i., .....	1b.	6.85
chromic acid, 98%+ dms., c.i., .....	1b.	20.00
chromic acid, 98%+ dms., c.i., .....	1b.	50.00
chromic acid, 98%+ dms., c.i., .....	1b.	49.00
chromic acid, 98%+ dms., c.i., .....	1b.	24.00
chromic acid, 98%+ dms., c.i., .....	1b.	1.40
chromic acid, 98%+ dms., c.i., .....	1b.	3.60
chromic acid, 98%+ dms., c.i., .....	1b.	24.00
chromic acid, 98%+ dms., c.i., .....	1b.	2.35
chromic acid, 98%+ dms., c.i., .....	1b.	4.20
chromic acid, 98%+ dms., c.i., .....	1b.	2.35
chromic acid, 98%+ dms., c.i., .....	1b.	2.40

CMC, technical, 96% minimum, low or medium viscosity, bgs., 24,000 lbs., f.o.b. Hopewell, Va., 100% -	1.25	-
deterring makers, f.o.b. manufacturing point, -	.84	-
CMC, purifi., high vis., (see Cellulose gum)	260.00	255.00
Coaltar pitch, indust., (sq. specification roofing)	145-155	-
ion RP-381 Type 1, bulk works, -	360.00	-
Cobalt acetate, dms., 1, ft. aild., -	3.81	4.26
Cobalt carbonate, powd., dms., -	6.61	8.19
Cobalt chloride, dms., f.o.b. -	3.81	-
Cobalt chloride, dms., 5,000 lbs. or more, ft. aild., -	4.15	-
Cobalt hydrate, dms., 1, ft. aild., -	8.20	10.65
Cobalt metal, 99.5-99.9% pure, dms., f.o.b. N.Y. Chicago, -	11.70	-
Cobalt naphthenates, liq., 6% Co., dms., dvid., -	2.08	-
Cobalt nitrate, dms., 1, ft. aild., -	2.74	3.45
Cobalt oxide, imp., black, 75-79% Co., -	9.51	-
Cobalt oxide, imp., 70-71% Co., -	9.78	-
Cobalt phosphate powd., 32.1% Co., dms., dvid., -	1.35	-
Cobalt resinate, dms., Co., -	3.86	-
Cobalt sulfate, cryst., 10,000 lbs. or more, ft. aild., E. -	2.81	3.54
monohydrate, dms., 1, ft. aild., -	4.58	6.02
Cocaine base, 6% Co., dms., dvid., -	2.18	-
Cocaine base, bts., -	.40	.45
Cocoa butter, spot, -	2.20	-
Coconut oil (See Oils, Fats & Waxes market report).	-	-
Coconut oil, acidulated, f.o.b. double distilled, same basis, -	.52	.58
Cod oil, f.o.b., Gloucester, Mass., bulk, -	.54	.63
Codine alcohol, 4% liq., works, -	6.50	-
Codine phosphate, USP, cns., 25-kilo lots, -	900.00	-
Codine sulfate, NF cns., 25-kilo lots, -	775.00	-
Codine NF dms., 100 lbs., -	6.50	7.25
Codine balsam, dms., -	1.50	-
Copaiba oil, cns., dms., -	3.75	-
Copper acetate, monohydrate, cryst., tech., dms., 1, ft. aild., -	.71	.74
Copper bromide, (cupric) 200-lb. lots, 100,000-lbs., per-year contracts, works, -	1.34	-
Copper carbonate, 55% Co., dark, dense, 50-lb. bags, c.i., works, -	108.30	-
light, fluffly, 50 lb. bags, c.i., works, -	109.30	-
Copper chloride (cupric), anhyd., c.i., works, -	.90	-
Copper cyanide, tech. dms., 24,000-lb. lots or more, -	2.30	2.62
Copper fluoborate, (cupric), liq., coric, dms., f.o.b. works, -	.82	-
Copper gluconate, FG grade, 26-b, dms., ft. aild., -	6.80	-
Copper metal electrolytic wire bare, dvid., domestic, -	.82%	-
Copper naphthenate, liq., 6% Cu., dms., ft. aild., -	1.19	-
Copper nitrate (cupric), purifi., flakes, dms., U.I. works, -	.43%	-
Copper oleate, acid, 6% Co. dms., works ft. aild., -	.97	-
Copper oxide, black (cupric), dms., 80,000-lb. lots, works, -	1.21	-
red (cupric), dms., 80,000-lb. lots, (AA), 80,000-lb. lots, works, -	1.19	1.20
red, 90%, Type 2, same basis, -	1.15	-
Copper-p-cresol, 10%, liq., emulsion, U.I., dms., -	2.52	-
Copper sulfate, cryst., 100 lbs. or more, f.o.b. works, -	48.45	-
CP, pentahydrate, 100 lbs. or more, works, -	60.00	-
monohydrate, 35% Cu., dms., c.i., works, -	75.10	-
basic bgs., c.i., works, -	88.30	-
Corlander oil, USP, dms., -	22.00	28.00
Corlander seed Moroccan, -	.36	-
Rumenian, -	.36	.37
Corn oil (See Oils, Fats & Waxes market report).	-	-
Corn oil, crude, f.o.b. New York, -	1.31%	1.41%
Corn oil, acid, dms., -	.30	-
lank, -	.52	.40
Corn oil 43 lbs., tanks, f.o.b. works, -	11.22	11.40
Cortisone acetate, USP, dms., 5 kilos or more, -	.80	-
Cottonseed, mace Oils, Fats & Waxes market report.)	-	-
Cottonseed oil (See Oils, Fats & Waxes market report.)	-	-
Cottonseed oil, acidulated (saw stock), acid, 95%, tanks, -	.13	-
Cottonseed oil, acid, dist., dms., -	.15	-
Cottonseed oil, -	.55	-
Courmarin, NF X, cryst., over 600-lb. lots, -	8.00	6.25
Cream tartar (see Potassium bitartrate).	-	-
Cresosol, costar, f.o.b. works, -	1.15	1.15
m-80/20, tanks, same basis, gal. sold, -	1.134	1.11
o-Cresol, fused, dms., works, -	4.31	-
o-Cresol, 98-99%, f.o.b. U.I. works, -	1.71	-
tanks, same basis, -	1.85	-
m-p-Cresol, 99%, dms., U.I., f.o.b. works, -	.94	-
o-Cresol, same basis, -	.82	-
o-Cresol, 99% pure, dms., U.I., f.o.b. works, -	.87	-
but, same basis, -	.75	-
98% pure, dms., U.I., f.o.b. works, -	.87	-
but, same basis, -	.75	-
p-Cresol, 98%, dms., U.I., f.o.b. works, -	1.22	-
but, same basis, -	.86	1.11
o-Cresol, acid, costar, dms., mace content above 25%, resin and trisulphate phosphate grades, tanks, U.I., -	.58	-
Cresylic acid, dms., mace content 25% or less, tanks, ft. aild., -	.58	-
Crotonic acid, 200-lb. dms., U.I., f.o.b. works, -	1.50	-
Crotonic acid, -	1.50	-

Cube root, pond, 5% rotenone, bags, 60-lb. bgs., t.l., works.....	50	1.0
Cumene, bulk, contract, f.o.b.....	14	
Cumin seed, Indian, bags.....	95	1.0
Cynerulic acid, dms., c.l., t.l., frt. equiv.....	1.16	1.3
Cydenaldehyde, 60% concn, alc. hydrate content, dms.....	485	
95.5%, dms.....	735	9.1
90-92%, dms.....	785	
Cyclohexane, bulk, bargains, wks.....	8825	
Cyclohexanone tech., tanks, f.o.b.....	52	
Cyclohexanone tech., tanks, f.o.b., works.....	55.1	
tanks, divd.....	565	
Cyclohexylamine, tech., tanks, works.....	85	
<b>D</b>		
2,4-D acid, tech., 60-lb. bgs., c.l., t.l., works, frt. equiv.....	1.10	
2,4-D butyl ester, tech., 55-gal. dms., c.l., works, frt. equiv.....	1.20	
tanks, same basis.....	1.35	
2,4-D dimethylamine salt, t.c., t.l., works, frt. ald.....	8.05	
Decyl alcohol, mixed isomers, tanks, divd.....	.32	
perfume grade, dms.....	.75	
Dehydroantonic phosphate (tricalcium), feed grade, 18% P, c.l., bulk, f.o.b. works.....	195.00	228
Denatured alcohol, ethyl, CD18, CD19, tanks, divd.....	1.87	
NOTE: Tanker sales require written and Tobacco Tax Division.		
Denatured alcohol, ethyl, SD28, tanks, divd. E.....	1.81	
SD3A, tanks, divd. E.....	1.76	
SD28A, tanks, divd. E.....	1.88	
SD23H, tanks, divd. E.....	1.89	
SD29, tanks, divd. E.....	1.83	
SD30, tanks, divd. E.....	1.72	
SD35A, tanks, divd. E.....	1.88	
Denatured alcohol, ethyl, brucine formula SD40, tanks, divd.....	1.83	
ethyl, optional formula, SD40, tanks, divd. E.....	1.82	
For anhyd. alcohol on above formulas, prices are as 12c. higher.		
West Coast divd. prices are the same as Eastern except in Idaho, Oregon and Washington where different on tanks is maintained.		
Deoxyephedrine hydrochloride (See Methamphetamine hydrochloride)		
Delergaldehyde, straight tech. dicyclopentane, tanks, bargains, f.o.b.....	.46	
Dextrin, com, canary dark, paper bgs., c.l., works.....	100 lbs.	28.04
white, paper bgs., c.l., works.....	27.43	
Dextrose, anhyd., com, bgs., c.l., divd. New York.....	100 lbs.	41.10
USP special, 100-lb. bgs., c.l., divd. New York.....	100 lbs.	46.50
Dextrose, hydrated com, bgs., c.l., divd. New York.....	24.25	
Western zone.....	100 lbs.	25.60
Diacetone alcohol, acetone free, tanks, divd.....	.92	
Diacetyl, flavor grade, dms.....	.625	1
Diammonium phosphate, feed grade, min. 18% N, 46% P, bulk, c.l., f.o.b. Fla. works.....	100 lbs.	140.00
Diammonium phosphate, feed grade, 18% N, 20% P, bulk, c.l., f.o.b. Fla. works.....	240.00	
tanks, same basis.....	250.00	
Diammonium phosphate, tech., bgs., c.l., t.l., works, frt. equiv.....	100 lbs.	82.50
food grade, bgs., c.l., t.l., works, frt. equiv.....	100 lbs.	57.75
2,4-Di-tert-amylphenol, min. 95.5% dms., c.l., t.l., works.....	1.04	
tanks, work.....	.97	
Dianlyl chloride, OT, (yellow 14), dms., frt. ald.....	8.20	
o-Dianiline dihydrochloride, 100%, MW 244, c.l., t.l., divd.....	4.26	
2,6-Di-tert-Butyl-p-Cresol (see Butylated Hydroxytoluene)		
Dibutylamine, tanks, f.o.b.....	.77	
Dibutyl maleate tanks, f.o.b. works.....	.63	
Dibutyl phthalate, tanks, works.....	.16	
Dibutyl sebacate tanks, works.....	.72	
Dichlorine, dms., c.l., divd.....	1.12	
tanks, same basis.....	1.06	
2,6-Dichloroaniline, liq., dms., works.....	2.00	
fused, dms. works.....	1.80	
o-Dichlorobenzene, tech. 98%, dms., c.l., t.l., divd.....	1.46	
p-Dichlorobenzene, tech. 80%, dms., c.l., t.l., divd.....	.52	
98% retd, dms., c.l., same base.....	.46	
98% retd, dms., c.l., same base.....	.54	
p-Dichlorobenzene, grade, 800-lb. dms., t.l., f.o.b., frt. equiv.....	.51	
tanks, liq., same basis.....	.43	
2,6-Dichloro-4-nitroaniline, dms., f.o.b.....	3.90	
Dichlorophenoxyacetic acid (see 2,4-D)		
Dicyclohexylamine, dms., c.l., t.l., f.o.b.....	1.35	
tanks, same basis.....	1.25	
Dicyclohexyl phthalate, bgs., c.l., t.l., divd.....	1.25	
Dicyclopentadiene, high-purity, 97-98%, tanks, works.....	.85	
Dieldrinamine, tanks, frt. ald.....	.44	
Diethylchloroamine lauryl sulfate, tanks, frt. ald.....	.41	

	Diethyl barbituric acid (see Barbakots)	
14	Diethyl carbonate, tankwagons, f.o.b. works	1.40
	Diethyl ether, tankwagons, CP dms, c.i., divd.	
37	tanks, divd.	1.18
	Diethyl ethanolaniline toch. Bc. per lb. works	1.09
	Diethyl oxalate, dms, c.i., f.o.b. works	1.60
20	Diethyl phosphate, tanks, f.o.b.	.59
9925	odorless cosmetic grades, f.o.b. works	
55%	Diethyl sulfate, tanks, frt. a/cd. E.	.97%
	Diethyl thioureas, dms, c.i., l.i., works	.58
	Di-2-ethylhexyl adipate (see Diacetyl adipate)	2.48
	Diethyl toluamide 95-97% min. meta isomer, dms., l.i., f.o.b. works	2.75
	N,N-Diethyl n-tolylamide toch, lb., dms., c.i., f.o.b.	.318
	tanks, same basis	.310
	Diethylamine, dms., c.i., divd.	1.15
	tanks, same basis	1.02
	N,N-Diethylaniline, dms., c.i., l.i., f.o.b. works	1.83
	tanks same basis	1.75
	Diethylbenzene, tanks, f.o.b. works	.98
25	Di-2-ethylhexyl acetate (see Diacetyl acetate)	
	Di-2-ethylhexyl phthalate (see Diethyl phthalate)	
	Diethylene glycol, tanks, divd. E.	28%
	Diethylene glycol monobutyl ether, dms., c.i., frt. a/cd. E.	.1b.
	tanks, frt. a/cd. E.	.87
	Diethylene glycol monomethyl ether, dms., c.i., frt. a/cd. E.	.1b.
	tanks, frt. a/cd. E.	.58
	Diethylene glycol monomethyl ether acetate, dms., c.i., divd. E.	.1b.
	tanks, divd. E.	.72
	Diethylene glycol, tanks, divd. E.	.1b.
	tanks, frt. a/cd. E.	.72
	Diethylenetriamine, tanks, f.o.b. works	1.60
	Diethylenetriamine, tankwagons, portland cement salt solution, tank car/jan/trucks, frt. equalized	.45
	Digitoxin, USP, mp, bts	2.50
	Diglycol lauric, dms., ion lots	.32%
	Diglycol stearate, dms., l.i.	.62
	Dihydrate sulfonic dms., works	1.10
	Dihydroxyacetone, 50-51% alc.	48.00
per gal.	Dihydroxy ketone, tanks, f.o.b. works	40.00
	Di-isobutyl ketone, tanks, divd. E.	.60
price	Di-isobutyl phthalate, tanks, divd. E.	.1b.
50	Di-isobutylenes, tanks, f.o.b. House	.37
line hy-	Di-isodecyl phthalate, tanks, divd. E.	.40
	Di-isodecyl phthalate, tanks, divd. E.	.40
	Di-isooctyl acetate, tanks, divd. E.	.99
	Di-isooctyl phthalate, tanks, divd. E.	.99
	Diisopropylamine, dms., c.i., frt. a/cd.	.1b.
	tanks, same basis	.65%
	Diisopropylamine, tanks, c.i., divd. E.	.1b.
	tanks, same basis	1.07
	Dilauryl 3,3'-thiodipropionate, dms., l.i., frt. a/cd.	.1b.
	Dil oil USP, dms.	1.89
	Dimethyl antivanillin, tanks, f.o.b. works	6.00
	Dimethyl benzyl carbonyl acetate, 25-lb. dms.	15.66
	Dimethyl carbonate, dms., l.i., f.o.b. works	.90
	Dimethyl dichloroacetate, 95-gal. dms., f.o.b.	1.60
5.00	Dimethyl etherolamine, anhyd., dms., c.i., divd. E.	.1b.
	tanks, f.o.b.	1.07
5.00	Dimethyl ether, aerosol tanks, divd.	.36
	Dimethyl phthalate, tanks, f.o.b. works	.1b.
	Dimethyl sebacate, tanks, f.o.b. works	2.48
	Dimethyl sulfoxide, ret. dms., c.i., f.o.b.	.1b.
	tanks, f.o.b.	.67
	Dimethyl sulfoxide, tanks, works	.78
	Dimethylacetamide, bulk f.o.b.	.67
	Dimethylamine, 25% soln., tanks, frt. equalized, 100% basis	.83
	40% soln., tanks, frt. equalized, 100% basis	.83
	anhyd., tanks, frt. equalized	.1b.
	N,N-Dimethylethylamine, l.i., f.o.b.	1.03
(me)	1. dms.	1.11
	N,N-Dimethylformamide, dms., c.i., l.i., f.o.b., works	.67
.85	tanks, same basis	.67
.80	2,4-Dinitroaniline, tanks, f.o.b.	1.22
1.00	Dinitrochlorobenzene, orange toner, CP, bgs, divd. E. or Rockies	5.20
	2,4-Dinitrochlorobenzene, crystallizing at 47° f., l.i., f.o.b. Charlotte, N.C.	.98
	2,4-Dinitrophenol, 250-lb. dms., f.o.b. Charlotte, N.C.	1.68
1.57	Dinitrotoluenes, m.c., tech. f.o.b. works	1.30
	2,4-Dinitrotoluene, dms., c.i., l.i., tanks	1.25
	tanks, works	1.20
	Dioctyl acetate, tanks, works E.	.61
	Dioctyl acetate, tanks, divd. E.	.1b.
	Dioctyl phthalate, tanks, divd.	.1b.
.52	Dioctyl sebacate, 98% tanks, f.o.b. works	1.47
	1,4-Dioxane, tanks, frt. a/cd. E.	1.19
	l.i., same basis	1.21
	Dipentacetylthiol, bgs, c.i., l.i., divd. E.	1.48
	Dipentene, essent. tanks, f.o.b. Fla. works	.25
	Diethyl turpentine derived, tanks: l.i. Dip oil (see Ter acid oil)	
	Dihydroxyacetone, tankwagons, 1000-lb. lots, dms., divd.	20.00
.47	Diphenyl, 99.9% bgs, c.i., l.i., f.o.b.	

	Diphenyl oxide, tech. grade, tanks	.lb.	1.11
	Diphenylamine, red, flakes, bgs., li.		
	works, frt. aquado		1.25
	mottles, tanks, works		1.09
	acylated, flake, bgs., li., f.o.b.		
	works		7.68
	Diphenylguanidine, bgs., li., frt. aid.		5.52
	Diphenylhydantoin-sodium USP,		
	dms.		2.80
	Diphenylmethane 4,4'-diisocyanate,		
	polymeric, bulk, c.i., min. frt.		
	aid.		.91
	Diglycerine glycol, tanks, frt. aid.		.48
	Dipropylene glycol monomethyl ether,		
	dms., c.i., dlvd.		.54
	tanks, same base as above		.41
	Di-o-toluyldiamines, powd., dms., c.i.,		
	frt. aid.		2.82
	Di-o-tolylthioureas, tech., solid, dms.,		
	li., frt. aid.		.16
	Dihydroxy phthalate, tanks, dlvd.		3.11
	Dundee glycidyl ether		.61
	Diovinylbenzene, 100% basis, tanks		
	works		2.78
	dms., 100% basis		.70
	Dodecanol, synt. tanks, f.o.b.		.76
	Dodecaryl succinic anhydride, dms.,		
	c.i., li., dlvd.		.86
	Dodecylbenzene (see Detergent Alkylate).		
	Dodecylbenzyl chloride, mfr. frt. aid.		
	E		
	E		.40
	Dyes, coaltar, certified colors for food,		
	drugs and cosmetics, 100 lb.		
	and over, frt. prepaid or frt.		
	Blue, F.D.C. No. 1		21.26
	No. 2		29.15
	Green, F.D.C. No. 3		49.56
	Red, F.D.C. No. 3		24.08
	Yellow, F.D.C. No. 5		6.45
	No. 6		
	Dyes, coaltar, certified colors for drugs		
	and cosmetics, 100-lb. lots		
	dvld.		
	Green, D.&C. No. 5		39.58
	No. 6		42.85
	Red, D.&C. No. 4		18.89
	No. 17		19.83
	No. 18		19.83
	No. 22		12.46
	No. 28		55.92
	No. 33		48.93
	Yellow, D.&C. No. 7		21.00
	No. 8		7.43
	No. 10		16.88
	No. 11		35.25
	Dyes, coaltar, for general use in cloth		
	and paper dyeing (see also		
	Name). I.O.B. works		
	Alk 1 Blue black ex. conc.		5.78
	Dyes, A B 9 Blue 2G		5.45
	AB 45 Allazurin Br CUP 150%		16.88
	A B 50 Alizarin Br. CUP		14.11
	ABI 113 Navy SR		6.59
	AQ 16 Fast ZN 333%		22.12
	AQ 7 11		3.76
	AQ 8 RO Ex. Conc.		4.03
	AQ 10 Wood Or G		4.03
	AQ 74 Metalized Cr. GNA		6.76
	AR 29		5.15
	AR 14 Azo Rubine 133%		8.88
	AR 18 Scarlet 4F Conc.		3.23
	AR 88 Fast Red A. Conc.		4.88
	AR 151 Silk Red 3B Conc.		4.65
	AY 17 SBNS Conc.		9.78
	AY 49 BNS Conc.		12.25
	AY 17 Fast Light Vbl 2G		5.45
	B 23 Tartrazine Ex. Conc.		6.16
	B 9 Y Zinc Free		16.64
	B 4 Black Brilliant Brown R Ex. Conc.		4.44
	B 6 L Jade Crystals		9.85
	B 9 M Eucalyptus Green Crystalizer		8.85
	B W 1 Methyl Violet Crystals		16.64
	B V 10 Rhodamine B Ex.		10.05
	B V 2 Bond Vert BFA 150%		10.10
	DB 1 Sicy Blue 3B Conc.		4.15
	Ex. Conc. 300%		9.15
	DB 2 Azurine G Conc.		9.15
	DB 22 Fast Black GR		3.23
	Fast Black GR 100%		4.15
	Dr Br 20 Resin Fast Brown BRNB		7.45
	300%		
	Dr 26 Resin Fast Green GL		8.15
	DR 248 Ex. Conc.		7.45
	Dr 31 Brilliant Red 12B Conc.		7.45
	DR 80 Fast Red 8BL		8.15
	DR 81 Paper Red 8BLP		8.15
	DR 91 Fast Scarlet 8B		8.15
	DR 102 Fast Orange WSP Uq.		8.15
	WG, Conc. 150%		11.15
	D Y 4 Brilliant Paper Yell 3GX		
	Brilliant Paper Var 3GX Uq.		4.15
	D Y 11 Stilbene Yellow GA		1.15
	Conc.		
	D Y 4 Fast Yellow RGL Conc.		3.15
	200%		
	DY 27 Resin Fast Yellow LSG		14.15
	DR 1 Scalet B		8.15
	DR 91 Pink REL 200%		21.15
	DY 3 Yellow Q		3.15
	DY 54 Yellow 3A		8.15
	Dr Or 3 Orange GR		8.15
	Or 37 Orange OB		3.15
	Dr V 1 4Rn Paste		7.15
	Dr V 26 Indanthrene 200%		10.15
	Bt B1 27 Blue BGFL		17.15
	Db B1 102 Blue GFDA 300%		22.15
	50% Paste		
	V 01 Jade Green Double Paste		5.15
	V 25 Olive TA Paste		5.1

1.20	Epinephrine base, syn., USP, bota. 100-gran lot.
	Epoxy resin, liquid, bulk tanks, divd., lb.
	Solid, bags, 50-lb. lots, divd., lb.
	Epom seed (see Epimedium alpinum)
	Erythric acid, powd., gran., 100 lb. dms., l. or mixed l. f.o.b. works.
5.80	Ester gum, gummy resin, 100 lbs. divd., lb., Md., N.Y., E. St. Louis, Minneapolis, N.C., Ohio, St. Louis, St. Paul, Va., W. Va. lb.
	Ester gum, wood-rosette type, dms., c.i., same basis.
	Ethyl acetate, syn., 85-96%, tanks, divd., lb.
	99%, tanks, divd., lb.
	Ethyl acetoacetic acid, divd., lb.
	tanks, divd., lb.
	Ethyl acrylate, tanks, frt. ald., lb.
.65	Ethyl alcohol, syn., 200 tax free, tanks, divd., gal.
.75	Ethyl alcohol, absolute, 200 tax free, tanks, divd., gal.
2.80	Ethyl alcohol, fermentation, tanks, frt. work.
2.70	Price range attributable to various state duties.
	Ethyl alcohol, denat. (see Denatured alcohol)
	Ethyl-p-aminobenzoate, NF (see Benzocaine)
	Ethyl benzoate, dimy. medium audite, lb.
	Ethyl bromide, tech., 88% min., U.S. frt. ald., lb.
.53	Ethyl butyrate, dms., lb.
	Ethyl cellosolve, standard vis., 7 cps. std. vis., frt. ald., lb.
22.60	standard vis., 10, 20, 45, 100 cps. U.S. frt. equald. E.
29.22	medium vis., 50, 70, 100 cps., l. i., frt. equald. E.
65.00	USP vis., 7 cps. bgs., l. i., frt. equald. E.
24.50	USP (medium) 50, 70, 100 bps., l. i. frt. equald. E.
8.76	frt. equald. E.
	Ethyl chloride, tech., chys., frt. ald., lb.
	std. vis., frt. ald., lb.
	Ethyl chromate, dms., lb.
	Ethyl ethandiolamines, mixed, dms., l. i., tanks, divd., lb.
	divd., E.
	Ethyl ether, refined, tech., f.o.b. works,
	Ethyl hexanoate, dms., lb.
	2-Ethylhexoic acid, dms., c. i., l., divd. E.
48.85	tanks, E.
	2-Ethylhexyl acrylate, straight or mixed, tanks, frt. ald., lb.
	2-Ethylhexyl alcohol, tanks, divd., lb.
	Ethyl iodide, cbys., works.
	Ethyl linoleate, syn., 55-gal. U.S. frt. ald., lb.
	Ethyl linyl acetate, syn., 55-gal. dms., lb.
	Ethyl methacrylate, tanks, frt. equald.
	n-Ethyl morpholine, dms., l. i., frt. ald.
	tanks, same basis.
	n-Ethyl-naphthylamine, dms., works.
	Ethyl oxalate (see Diethyl oxalate).
	Ethyl parathion (see Parathion, ethyl).
	Ethyl silicate dust (see Tetraethyl orthosilicate)
	Ethyl silicone, 40% solution, 500 lbs. dms., l. i., f.o.b. works.
	tanks, f.o.b. works.
	N-Ethyl-n-toluidine, tech., liq., dms., c. i., f.o.b. works.
	tanks, same basis.
	N-Ethyl-o-toluidine, dms., lb.
	Ethyl vanillin 100 lb. dms., 600 lbs. or more
	25 lb. tanks, 800 lbs. or more
	100 lb. dms., less than 600 lbs., lb.
	Ethylamine (see Mono-Di and Tri-)
	N-Ethylaniline, dms., c. i., l. i., f.o.b. works.
	tanks, same basis.
	Ethylbenzenes, bulk, f.o.b. Houston, Tex.
	Ethylene, contract, divd., lb.
	Ethylene brassyolate, tanks, lb.
	Ethylenediamine, 99%, tanks, f.o.b. works.
	Ethylenediamine dihydrochloride
	Ethylenediamine tartrate
	transacetic acid, soln., l. i., l. i., frt. equald.
	Ethylene dibromide dms., c. i., frt. equald.
	tanks, frt. equald.
	Ethylene dichloride, tanks, f.o.b. works.
	Ethylene glycol, indust., tanks, frt. ald.
	Ethylene glycol, monobutyl ether, tanks, divd. E.
	Ethylene glycol monoethyl ether, tanks, divd., lb.
	Ethylene glycol monomethyl ether, tanks, divd. E.
	Ethylene glycol monomethyl ether acetate, tanks, frt. ald., E.
	Ethylene glycol monomethyl ether so- lute, tanks, frt. ald. E.
	Ethylene oxide, tank, f.o.b.
	Ethylene trichloride (see Trichloroethylene)
	Eucalyptol, NF, dms., Portuguese kilo.
	Exopolym Chloridone Oil, Chinese kilo
	Eugenol, USP, dms., kilo

[illegible]

78.00	255.00
.84	-
1.86	-
1.10	1.15
1.11	-
.45	-
41.00	-
17.00	-
2.00	2.95
of Denver	-
.42	-
.55	-
.84	-
.84	-
2.25	-
1.17	-
1.11	-
30.00	-
145.00	150.00
170.00	180.00
.49	-
.81	-
10.00	-
12.75	-
.29	-
.32	.36
.34	-
.26	-
295.00	-
280.00	-
285.00	-
.70	-
.67	.84
1.05	1.14
.89	.93½
1.02	1.08
.088	.0905
.1015	1.065
.0945	1.025
1.055	1.080
.39	-
.44	-
.38½	-
.51½	-
.90	1.03
.75½	.77½
	.82½
.75	-
.72	-

## CHEMICAL PRICES

WEEK ENDING OCT 10

Glue, bone, extracted, green, je  
grams, bgs., c.i., f.o.b.  
85 jellygrams, bgs., c.i., f.o.b.  
115 jellygrams, bgs., c.i., f.o.b.  
135 jellygrams, bgs., c.i., f.o.b.  
164 jellygrams, bgs., c.i., f.o.b.  
192 jellygrams, bgs., c.i., f.o.b.  
220 jellygrams, bgs., c.i., f.o.b.

Glue, hids.  
108 jellygrams, bgs., t.i., f.o.b.  
135 jellygrams, bgs., t.i., f.o.b.  
184 jellygrams, bgs., t.i., f.o.b.  
192 jellygrams, bgs., t.i., f.o.b.  
222 jellygrams, bgs., t.i., f.o.b.  
251 jellygrams, bgs., t.i., f.o.b.  
283 jellygrams, bgs., t.i., f.o.b.  
347 jellygrams, bgs., t.i., f.o.b.  
379 jellygrams, bgs., t.i., f.o.b.  
411 jellygrams, bgs., t.i., f.o.b.  
444 jellygrams, bgs., t.i., f.o.b.  
477 jellygrams, bgs., t.i., f.o.b.

Glutamic acid, 99½% dms., 100  
lots, fri. alid.

Glycerine, nat. refd., USP, CP 98  
tanks, divd.  
USP, CP, nat. 98½% tanks, divd.  
Syn. 99½% tanks, divd.  
Syn. 99.5% tanks, divd.  
Glycine (see Aminoacetic acid)  
Glyceryl guasacolate, 100-lb. fib.  
f.o.b.  
Glycolic acid (see Hydroxyacetic acid)  
Glyoxal 40% soln., bulk, ta  
divd.

Grapfruit oil, Fla. dms.  
Calif., dms.  
Israel

Graphite, amorph. powd., bgs.  
ex whse.  
cryst. 88-90%, powd., bgs.  
ex whse.  
Graphite, cryst. 90-92% powd.,  
dms. ex whse.  
95-96% powd., bgs., dms  
ex whse.

Graphite, amorph. cryst. 97½%  
powd., bgs., dms  
whse.

Graphite, flake, No. 1, 90-95%  
dms. ex whse.  
No. 2, 90-95% bgs., dms.  
whse.

Grease (See Oils, Fats & Waxes)  
Grease oil (See Lard oil)  
Guaiacol, tech., 500-lb. cans, 24.00  
dms., f.o.b. Wallingford  
Conn.

NOTE: Purified grades are 10c/h.  
Guaiacolwood oil, dms., c.i., f.o.b.  
Guar gum, edible, bgs., c.i., f.o.b.  
shd. pr.

Indust., bgs., high viscosity,  
same basis.

## H

Heliotropin, dms.  
Hemlock oil (see Spruce oil)  
Hemlock leaves, lbs.  
Heptane, Indust., tanks, f.o.b. B  
mont, Tex.  
98½% tanks, f.o.b. Houston  
Tex.

Hexachloro acid, syn., tanks, f.o.b.  
Hexachloro acid, tanks, f.o.b.  
Hexahydrophthalic anhydride, f.o.b.  
dms., L.I.L. works  
Hexamethylmelamine, gran.  
f.o.b. L.I.L. works  
Hexamethylmelamine, gran.  
pdr. bgs., c.i., L.I.L. works  
powd. dms., c.i., L.I.L. works  
Hexane, Indust., tanks, works  
95% tanks, f.o.b. Houston  
Tex.

Hexanol, syn., tanks, f.o.b.  
Hexyl alcohol, mixed isom.  
tanks.  
p-Hexyl methylacrylate, dms.,  
works.  
Hexylene glycol, tanks, divd.  
Hexyresorcinol, USP, dms., 25-lb.  
or more, fri. alid.

Homatropine hydrobromide, USP  
90-cs. dms., f.o.b. West  
Homatropine methylobromide, USP  
250-cs. lots, bgs.

Horehound herb, lbs.  
Hydrazine hydrate, 88%, f.o.b.  
65-cs. dms., L.I.L. fri. alid.

Hydrochloric acid, purif., 47-57%  
cbye., L.I.L. works.  
Hydrodistilled alcohol, tech., a  
dms., f.o.b. zone 1.  
Hydrobromic acid, 48% dms., c.i.  
f.o.b.

2.30	-
23.05	-
89.00	105.00
1.50	1.75
1.75	1.85
1.85	1.95
1.95	2.05
2.05	2.15
2.10	2.25
2.20	2.35
2.30	2.45
2.40	2.55
(price)	-
6.25	-
8.50	-
6.75	-
48.00	-
65.00	-
23.00	-
22.50	-
6.44	6.00
10.95	-
6.80	-
16.95	-
180.00	-
180.00	-
.83	.86
.66	.70
39.00	46.00
44.00	46.00
95.00	-
.50	-

10, 1986			
lly-			
lb.	-		
lb.	.88	-	
lb.	.78	-	
lb.	.77	-	
lb.	.79	-	
lb.	.87	-	
lb.	.93	-	
lb.	.80	-	
lb.	.85	-	
lb.	.90	-	
lb.	.95	-	
lb.	1.00	-	
lb.	1.05	-	
lb.	1.10	-	
lb.	1.15	-	
lb.	1.20	-	
lb.	1.25	-	
lb.	1.30	-	
lb.	1.35	-	
lb.	1.40	-	
lb.	8.85	-	
lb.	.89 1/2	-	
lb.	.87 1/4	-	
lb.	.89 1/4	-	
lb.	.91	-	
lb.		-	
lb.	14.50	-	
lb.		-	
lb.	.44 1/2	-	
lb.	2.25	-	
lb.	2.25	-	
lb.	2.25	-	
lb.	.18	4	
lb.	.30	6	
lb.	.40	7	
lb.	.80	9	
lb.	.80	1.2	
lb.	.65	.7	
lb.	.85	.7	
lb.			
lb.	2.70		
lb.	2.50		
lb.	.60	.7	
lb.	.50	.8	
lb.	8.00	6.2	
lb.	.55	-	
lb.	1.07	-	
lb.	1.18	-	
lb.	.85	-	
lb.	.43 1/4	-	
lb.	1.42	-	
lb.	.55	-	
lb.	.58	-	
lb.	.60	-	
lb.	.53	-	
lb.	1.01	1.1	
lb.	1.12	-	
lb.	.50	-	
lb.	.32	-	
lb.	.75 1/2	-	
lb.	.50	-	
lb.	30.00	-	
lb.	10.25	11.3	
lb.	9.70	10.7	
lb.	.25	-	
lb.	1.54	-	
lb.	1.81	-	
lb.	7.50	-	
lb.	.85	-	
lb.	.90	-	
lb.	.89 1/2	-	



10



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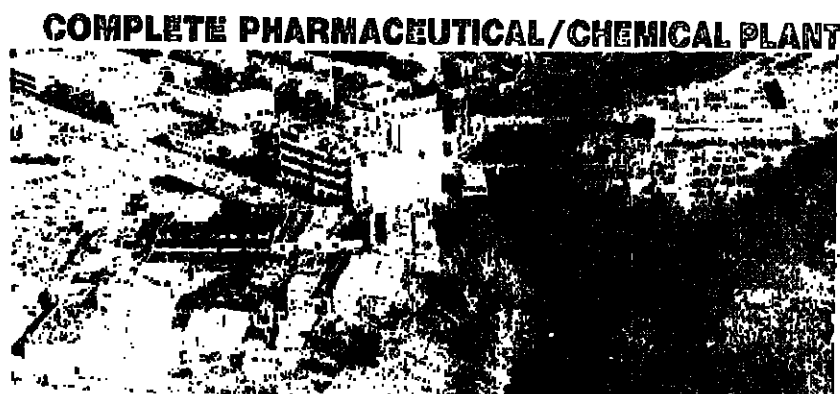
TX 28-9454 CABLE AARONECC

1998

# UPE UNIVERSAL PROCESS EQUIPMENT, INC.

OVER 15,000 PIECES OF PROCESS EQUIPMENT IN STOCK...CALL TODAY!

## GIANT LIQUIDATIONS



PLANT WAS IN OPERATION THRU APRIL OF 1986  
COMPLETE PLANT EQUIPMENT FOR SALE INCLUDING:  
PILOT...FULL SCALE MANUFACTURING EQUIPMENT, PLANT UTILITIES  
COMPLETE REACTOR SYSTEMS...WASTE TREATMENT PLANT  
...ROTARY VACUUM DRYERS... CENTRIFUGES...TANK FARMS  
...AND MUCH MORE!  
JUST A PARTIAL LISTING OF EQUIPMENT:

**CENTRIFUGES**  
ALL 316SS EQUIPMENT COMPLETE WITH CONTROLS, PLOWS, SET UP FOR  
NITROGEN PURGE EACH INDIVIDUALLY SKID MOUNTED  
40"x24", 40"x24" SHAPLES SS, HYDRAULIC DRIVE (8)  
30"x15" SHAPLES TORONADO-MATIC, SS WITH HYDRAULIC DRIVE

### CHILLERS

3, 25, 30, 40, 100 TON

### COMPRESSORS

INGERSOLL RAND XLE-16-10X7, 150 HP, 100 PSIG (3)  
INGERSOLL RAND XLE-15 7-10X7, 125 HP, 70 PSIG

### DRYERS

DOUBLE CONE VACUUM DRYERS: DIEDELICH G/L, 60 CU. FT.  
PFAUDLER G/L, 70 CU. FT.  
DEVINE 316SS, (1) 30, (2) 20 CU. FT. SYSTEMS  
316SS ROTARY VACUUM DRYER SYSTEMS: (3) 142, (1) 120 CU. FT.  
SHELF: 6 VACUUM DRYER SYSTEMS  
VARIOUS SIZES & MATERIALS OF CONSTRUCTION  
SS & CS ROTARY VAC. DRYERS: 125, 100, 90, 80, CU. FT.

### FILTERS

FILTER PRESSES: ETEL PRESSURE LEAF (6)  
STAR 18" DIA., 19 & 21 CHAMBERS, SS  
SPERRY 50", 28 & 35 CHAMBERS (4)  
VACUUM BELT EXTRACTORS: 2 EIMCO 2'x12", 316SS VAC. BELT FILTER SYSTEMS  
40 FILTER PRESSES 42", 30", 24", 18", 12", 6" POLY PRO. R/L CAST IRON  
4 PASSAVANT MDL 200 VAC-U-PRESS DELT FILTERS, 250 SQ. FT.

### FIRE PREVENTION EQUIPMENT

INCLUDING: DIESEL POWERED FIRE PUMP...NEW IN 1984  
ELECTRIC POWERED FIRE PUMP 150 HP

### MIXERS

100 CU. FT. MUNSON SS DOUBLE RIBBON BLENDER SYSTEM  
LITTLEFORD MDL. PKM2000, 73.5 CU. FT.  
70 CU. FT. DAY, SS RIBBON BLENDER SYSTEM

### MILLS

BAUERMEISTER TURBOMILL, 40 HP, COMPLETE SYSTEM  
FITZPATRICK MDL. D8 DASHO 7.5 HP COMMUNICATORS 7.5 HP  
FITZPATRICK MDL. DKSO12 COMMUNICATOR  
ENTOLETER MILL 5 HP, MDL. M1112G1-23

### 100'S OF PUMPS

### REACTORS

GLASS LINED

11 SS JKT. AGIT. KITTLES FROM 750 GAL. TO 9,000 GAL.  
(1) 3,000, (7) 2,000, (22) 1,000 (8) 500, (2) 300, (1) 200, (1) 130,  
(4) 100, (4) 50, (1) 30 GALLON

ALL REACTORS EQUIPPED WITH TW DRIVES, MECHANICAL SEALS MANY WITH  
VARIABLE SPEED DRIVES, GLASS  
RECEIVERS & GRAPHITE HEAT EXCHANGER  
STAINLESS STEEL 316 & 316 ELC  
(1) 4,000, (1) 3,000, (3) 2,200, (6) 2,000, (1) 1,300, (2) 1,250, (8)  
1,100, (7) 1,000, (7) 500, (2) 300, (1) 30, (1) 10 GALLON

### DISTILLATION EQUIPMENT

SMITH MOLECULAR HOTA-FILM MDL, 700-12-P, SKID MOUNTED  
SOLVENT RECOVERY SYSTEM  
OTHER DISTILLATION COLUMNS AVAILABLE

### SPECIAL

750 GAL. 304 SS READCO MIXER  
SHAPLES SS MODEL P-3400 CENTRIFUGE UNUSED (4)  
6M ROSENBLUM (NUTSCHE TYPE) 316 SS FILTER  
4,200 GAL. HAST C REACTOR 125 FV/175  
UNUSED 1800 SQ. FT. HAST C HEAT EXCHANGER

### TANKS/RECEIVERS

GLASS LINED RECEIVERS & CHEMSTORS  
(2) 2,000, (10) 1,000 (1) 500, (4) 250, (5) 100, (2) 50 GALLON

### STAINLESS STEEL

(1) 5,000, (1) 4,000 (1) 3,000, (8) 2,000 (3) 1,500, (4) 1,000, (1) 800, (7) 500, (1)  
300, (3) 250, (5) 200, (1) 150, (3) 100, (3) 50 GALLON

### TANK FARMS

GLASS LINED: (2) 10,000, (1) 5,000, (2) 2,000 GALLON  
STAINLESS STEEL 316SS & 316LS: (10) 10,000, (1) 8,000 (3) 7,500, (2) 6,000,  
(3) 5,000 (3) 4,000 GALLON

### KYNAR LINED: 30,000 GALLON

### HERESITE LINED: (1) 10,000 GALLON

### LITHCOTE: (1) 10,000 GALLON

### RUBBER LINED: (3) 10,000 GALLON

### FRP: (1) 12,000 GALLON

STEEL: (1) 15,000 (1) 8,000, (2) 6,000, (7) 1,000 GALLON

IF YOU ARE BUILDING A NEW CHEMICAL PLANT OR  
EXPANDING A PROCESS YOU CAN GET THE BEST  
LIQUIDATION SITE!

### ALABAMA PLANT LIQUIDATION

(4) 290 CU. FT. SS ROT. VAC. DRIVEN SYSTEMS  
10'x14' EIMCO ROT. VAC. FILTER  
(1) LATE MODEL H9 VAC. PUMP W/ROLLER VAC. VAC.  
BOOSTER PUMP

REACTORS: 15,000 GAL. 316 L. SS AGIT. 10'x6' 2"  
4,000 GAL. G/L. ROT. VAC. 10'x6' 2"  
(4) 3,300 GAL. SS 60/30 HP AGIT. 110 PSI INT.

### W/COILS

(1) 3,300 GAL. SS 30 HP, 67W, 300 PSI INT.

### W/COILS

(2) 2,000 GAL. L. SS, 75/200 PSI JKT

TANKS: 6,000 GAL., 4,000 GAL. MONEL V (4)  
4,700 GAL. G/L PFAUDLER CHEMSTOR 30 PSI  
SS HEAT EXCHANGERS FROM 100 TO 500 SQ. FT.

### MANY MISC ITEMS

### CORN SYRUP/STARCH PLANT

200,000, 150,000, 50,000 LBS. /HR PACKAGE BOILERS  
6'x50' 304 SS 5'x30' CS NOT. HOT AIR DRYER  
4'x31', 72 TUBE SS ROT. STEAM DRYER  
24,000 SQ. FT. TRIPLE EFFECT EVAP. TUBES  
600 SQ. FT. U. S. AUTOJET FILTER CELLULOSE LIND (3)  
500 SQ. FT. HERCULES 316 ELC PH/LF FILTERS (4)  
12'x15' EIMCO BELT CS ROT. VAC. FILTER (2)  
8'x10', 7'6"x16' EIMCO 316 SS PRECOAT FILTER (4)  
500,265 SQ. FT. 316 SS PLATE HT. EXCHS.  
DUCON SS WET SCRUBBER 11500 CFM  
9,000' 6,500, 5,500, 3000 GAL. SS AGIT. MIX TANK (16)  
7,000 GAL. 316 SS CONE BOTM. TANK 10'8"x9'6"  
3000 GAL 316 VAC. TANK 15 PSI/FV  
EQUIPMENT MUST BE MOVED IMMEDIATELY

### SYNTHETIC GAS PLANT

250,000,000 CU. FT./DAY

COMPRISED OF TWO TRAINS ON 60 ACRES OF LAND  
WE WILL SELL ENTIRE FACILITY OR INDIVIDUAL  
PIECES OF EQUIPMENT

### FOR MORE DETAILS

AND  
FOR SETTING UP AN IMMEDIATE INSPECTION  
CALL OUR SALES DEPARTMENT NOW!

609-443-4545

PLEASE CALL RALPH CARTER FOR FURTHER INFORMATION AT 609-443-4545

UPE TO RECEIVE OUR FREE 300 PAGE ENCYCLOPEDIA OF CHEMICAL PROCESS EQUIPMENT  
CALL OUR TOLL FREE NUMBER 800 CHEM-CAT (800-243-6228) IN N.J. - 609-443-4545 UPE

### RIGGING/DISMANTLING DEMOLITION/ASBESTOS REMOVAL

WE ARE EXPERTS AT DISMANTLING,  
REERECTION, RIGGING DEMOLITION  
AND ASBESTOS REMOVAL WITH TER-  
RIFIC REFERENCES BOTH NATIONALLY  
AND INTERNATIONALLY  
CALL US TODAY FOR A QUOTATION  
ON YOUR CURRENT NEEDS OR ADD US  
TO YOUR BIDDERS LIST FOR ANY FU-  
TURE PROJECT (201) 390-9550

### DRYERS

**Drum Dryers/Flakers**  
(1) 24" dia. x 36" Builovac SE dble. drum  
dryer  
(2) 32" dia. x 108" Blaw Knox CI dble. drum  
dryer  
(1) 32" dia. x 17"8" Sandvik SS belt flaker  
(1) 38" dia. x 10" Builovac CI dble. drum dryer  
(2) 42" dia. x 120" Blaw Knox CI dble. drum  
dryer  
(1) 48" dia. x 28" drum flaker, chrome plated  
drum  
(1) 48" dia. x 40" CI flaker, mfg. by Buffalo  
Foundry  
(1) 48" dia. x 40 drum flaker, nickel plated  
drum, mfg. Blaw-Knox

**Fluid Bed**  
(1) 60 Kq. Aeromatic, Batch, 6'x9", 55,000  
(1) 100 Kq. Aeromatic Model ST 100, sanitary  
SS  
(1) Fitzpatrick Model FA 250, SS, 20 HP XP

**Holofite**  
(1) Western Precipitation Model P80SS-A,  
twin screw, 12" dia. x 20" long, SS constr.,  
jkt. rated 15 psi, complete with 7.5 HP  
variable speed drive.  
(1) New/Rever-Used Joy Processor, CS, single  
screw, 18" x 16" long, rated 110 psi @ 340°  
F, sprocket & chain drive by 1.5 HP  
variable speed drive.

**Rotary Vacuum**  
(1) 200 Cu. Ft. Stokes, SS constr., compit.  
(1) 185 Cu. Ft. Pfaudler, Double Cone, G/L, 30  
HP/50 psi jkt., 15 HP vari-drive  
(1) 150 Cu. Ft. Blaw Knox, Nickel  
(1) 132 Cu. Ft. Stokes, Nickel  
(1) 72 Cu. Ft. Blaw Knox, SS  
(1) 60 Cu. Ft. Titanium Double Cone  
(1) 50 Cu. Ft. Gemco, 316SS sanitary, double  
cone  
(1) 37.5 Cu. Ft. Horiz. Thin Film, vac. int. & 150  
psi, 204/316SS  
(1) 37 Cu. Ft. Gemco, SS  
(1) 30 Cu. Ft. P-K Twin Shell, 304SS  
(1) 20 Cu. Ft. Abbe Twin Cone, 304SS

**Spray**  
(1) 30"x2" Bowen Laboratory w/3" cone bot-  
tom, SS constr., w/centrifugal atomizer, 3  
HP blower & motor (1)  
(1) Nine 1/2" size 32" dia. x 11" w/2" cone w/centrif.  
atomizer SS contacts  
(1) 18" dia. Bowen compit. system SS con-  
tacts, new 1976

### CENTRIFUGES

(1) Delaval BPPX 308, SS, 20HP  
(1) Unused Model B-10 Podiatnik, Alloy 20  
(1) Sharples AS-26, SS  
(1) Alfa-Laval SS Decantor, Horiz., Mtl. NX314  
(1) Dorr Oliver Mdl. CH30 CSU "Morco," 316SS  
contacts, 150 HP  
(1) Baker Perkins S-92 "Pusher Type," SS, 50 HP  
(1) Bld 16" x 28", 316 ELC, conical bowl,  
(1) Bld 24" x 38", 316SS, 40 HP  
(1) Sharples P-3000, 316SS, 30 HP  
(1) Sharples P-1000, SS 20HP  
(1) Unused Bld 38 x 56, 317L SS  
(1) Tolhurst 48" x 24" perf. basket, 316SS  
sanitary, auto. plow & discharge, rated 85  
w/cu. ft. @ 900 RPM, 20 HP XP  
(1) Tolhurst 48" x 24" Batchmaster, 316SS, perf.  
basket, w/hydr. plow & 20 HP hydr. drive  
(1) Tolhurst 48" x 24" Batchmaster, rubber lined,  
perf. basket, w/hydr. plow & 20HP hydr. drive  
(1) Tolhurst 48" x 24" Batchmaster, Hioroate  
lined, perf. basket, w/hydr. plow & 20 HP  
hydr. drive  
(1) Western states 48" x 24", 316 SS  
(1) Fletcher 48" x 28" Suspended type, SS perf.  
basket, 20/10 HP  
(1) Sharples Tornado 48" x 30", 316SS, perf.  
basket, 40 HP XP  
(1) Alfa Laval Model MAPX 210 T24, SS wetted  
parts  
(1) Sharples C-27, 316 SS, wetted parts, 40 HP  
(1) Sharples C-20, Super-D-Hydrator, SS, 30 HP  
(1) Dorr Oliver Mercene Screener Model C-400 X2,  
48 SS, twin screw disch., 10 HP

**RECENT PURCHASES**  
Model DABO - 8 Jkt Filtrmill, SS  
Model DABO - 16 Jkt Filtrmill, SS  
18" x 12" x 42" 88 Pugmill, 3HP Variable  
40"x20" Tolhurst centrifuge, Kynar lined, perf. basket  
4800 Gal SS mix tank, 50 psi  
3800 Gal SS mix tank, 50 psi  
400 gal. G/L Pfaudler Vert Recluser, 55 Psi.  
St Regis Bag Packer, Model 8718 MLT.  
5000 Gal. 304 SS Jktid., Mix Tank  
2' dia. x 3' Chrome Plated Flaker  
Alfa-Laval Centrifuge, Model NX214/314,  
6000gal. CS, Ammonia Storage Tank, 280 Psl.  
60 cu. ft. PK Blender 304 SS w/int. bar  
65 cu. ft. C/S Marion Paddle Blender  
2 cu. ft. PK Blender w/pln bar SS  
175 cu. ft. PK Blender 316 SS  
3.6 cu. ft. Prodeux-Henschel Mixer, SS  
800 liter Weller Mixers, SS  
Littelford FKM-200 Mixer, SS (2)  
1750 gal. Reactor 316 SS, 15 PSI Int. 40 psi Jkt  
1000 gal. 316 SS Reactor, 15 & FV/50 psi jkt., 10 HP  
1000 gal. 316 SS Reactor, 100/30 psi jkt., 10 HP

**ATTRACTIVELY PRICED**  
1 - Approx. 51 Sq. Ft.,  
Pfaudler, Wiped Film  
Evapor. 316 SS wetted  
parts ASME Coded.,  
Jacket rated 100 psi  
w/internal vacuum.  
Complete w/flange  
mounted motor to  
Pfaudler TW drive w/  
mechanical seal, lubri-  
cator & Integral heat  
exchanger.  
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### SAVE SAVE SAVE SAVE

### LIQUIDATION OF 160 M.M. LB./YR. SODIUM TRIPOLYPHOSPHATE, PLANT-KEARNY, N.J.

(1) 12' dia x 70' Rotary Dryer, SS  
constr., 125 H.P.  
(1) 8'6" dia x 46'6" Bartlett Snow  
Rotary dryer, 316 SS, 100 HP  
(1) 8' dia x 50' Louisville Steamtube  
Rotary dryer SS clad, 40 HP  
(1) 11'6" x 70' Long Bartlett Snow  
Calciner, 316 SS, 1100 degrees  
C, complete  
(1) 12' dia C.E. Raymond Separator,  
Singular whizzer  
(2) Roto-Clone Type N Wet Scrub-  
bers SS constr.  
(1) 10,000 gal. Mix tank, SS constr.  
13' dia x 10', 30 HP  
(2) 10,000 gal. Mix tanks w/int.  
coils, 13' dia x 10', 30 HP  
(1) 43,000 gal. Storage tank, 304  
SS, 9 1/2' dia. x 8'  
(1) 34,000 gal. Jkt. tank, SS constr.  
150 psi jkt.  
(1) 28,000 Storage Tank, SS  
constr., 7' dia. x 9'.  
(1) Butler Building  
Large quantity Silos Many Screw Conveyors Available  
Various Sizes, C.S. & SS Construction Buy Direct from Plant site And Save  
Call For Complete Details

**EVAPORATORS**  
(1) 1 Sq. Ft. Ariflon "Kontrol" Adjust-O-Film sys., 316SS  
(1) 1.4 Sq. Ft. Luma Wiped Film, 316SS, 1.5 HP  
(1) 1.5 Sq. Ft. Luma Wiped Film, SS  
(1) 2.5 Sq. Ft. Rodney Heat Tube Film 347 SS  
(1) 5.4 Sq. Ft. Luma Wiped Film, 316 SS  
(1) 6.5 Sq. Ft. Volator Evaporator System, 316 SS contacts, 15  
psi & FV/150 psi jkt.  
(1) 6.7 Sq. Ft. Rodney Heat Tube-Film, 304 SS contact parts, 15  
psi & FV/150 psi jkt.  
(1) 10.8 Sq. Ft. Luma Wiped Film Evap. System, 15/50 psi  
(1) 16.5 Sq. Ft. Volator Turba Film, 304 SS, 15 FV/150 psi  
10HP  
(1) 20 Sq. Ft. Kontrol Horiz. Adjust-O-Film, 316ELC, 50 psi, 15  
HP  
(1) Approx 31 Sq. Ft. Vert. Turbo-Film Processor, 304 SS  
variable speed drive.  
(1) Like New 37.8 Sq. Ft. Luma Horiz. Thin-Film Dryer, 304/316L  
SS  
(1) 45 Sq. Ft. Kontrol Adjust-O-Film, SS constr., 20 HP  
(1) 47 Sq. Ft. Ariflon Wiped Film, SS  
(1) Approx 51 sq. ft. Pfaudler Wiped film, 316 SS, 100/85 & FV  
(1) 80 Sq. Ft. Pfaudler Wiped Film Syst. SS constr., FV/150 psi,  
40HP  
(1) UNUSED 88 sq. ft. Luma thin film dryer horiz. 316 L, wetted  
parts, FV int., 150 psi sat steam jkt.  
(1) 141 Sq. Ft. Rodney Heat Tube-Film, 316 SS 15 psi int., 35 psi  
jkt 40 HP XP

**ROTARY VACUUM**  
(1) 56.5 Sq. Ft. K.S. Inconel 600  
(1) 56.5 Sq. Ft. K.S. 316SS, flexibelt disch.  
(1) 56.5 Sq. Ft. Feinc, SS wetted parts,  
spring disch., 56" dia. x 6' face drum  
(1) 132 Sq. Ft. Dorr Oliver, 304SS, maxibelt  
disch.  
(1) 200 Sq. Ft. Eimco, 316SS, 8'x8'  
(1) 250 Sq. Ft. D.O. 316L SS Precoat, 8'  
x10', sanit  
(1) 250 Sq. Ft. K-S 316SS, coil disch.  
(1) 300 Sq. Ft. Eimco, 316SS wetted parts,  
precoat type w/knife disch., 10" dia. x  
10" drum, compit. w/control panel &  
aux. equipment  
(1) 314 Sq. Ft. Eimco, precoat disch., 316SS  
(1) 400 Sq. Ft. Eimco, CS, Precoat  
(1) 500 Sq. Ft. Eimco, 316SS, belt disch.  
(1) 500 Sq. Ft. Eimco, 316SS, knife disch.  
(1) 3'x1' 316SS, knife disch.  
(1) 3'x1' Dorr Oliver, FRP w/receiver & Naah  
H4 vac. pump, 10 HP  
(1) 3'x1' K-S comp. sys., 316 SS Flex-belt  
disch

**BLENDERS**  
800 Cu. Ft. Jktid. Bl. Bl.  
Approx. 480 Cu. Ft. CS, 75HP  
UNUSED 480 Cu. Ft. Marion Paddle, CS, 75 HP  
300 Cu. Ft. CS Bl. Bl.  
200 Cu. Ft. K-S 316SS Dbl. Cone  
175 Cu. Ft. P-K Twin Shell, 316SS  
60 Cu. Ft. CS Bl. Bl.  
60 Cu. Ft. 304 SS P-K Twin Shell w/int. bar  
60 Cu. Ft. Gemco Dbl. Cone, 304SS  
37 Cu. Ft. Gemco SS  
30 Cu. Ft. P-K, 304 SS, w/lq. bar.  
30 Cu. Ft. P-K Twin Shell, SS  
16 Cu. Ft. Robinson Dbl. Rtn. CS  
15 Cu. Ft. WC Marion SS  
10 Cu. Ft. Gemco dbl. cone, CS, 11HP  
10 Cu. Ft. P-K Sanit Twin Shell 11HP  
10 Cu. Ft. Hoves, CS, Dbl. Rtn.  
2 Cu. Ft. P-K Twin Shell, SS constr., w/pln int. bar  
16" P-K zig zag

**RECENT PURCHASES**  
Model DABO - 8 Jkt Filtrmill, SS  
Model DABO - 16 Jkt Filtrmill, SS  
18" x 12" x 42" 88 Pugmill, 3HP Variable  
40"x20" Tolhurst centrifuge, Kynar lined, perf. basket  
4800 Gal SS mix tank, 50 psi  
3800 Gal SS mix tank, 50 psi  
400 gal. G/L Pfaudler Vert Recluser, 55 Psi.  
St Regis Bag Packer, Model 8718 MLT.  
5000 Gal. 304 SS Jktid., Mix Tank  
2' dia. x 3' Chrome Plated Flaker  
Alfa-Laval Centrifuge, Model NX214/314,  
6000gal. CS, Ammonia Storage Tank, 280 Psl.  
60 cu. ft. PK Blender 304 SS w/int. bar  
65 cu. ft. C/S Marion Paddle Blender  
2 cu. ft. PK Blender w/pln bar SS  
175 cu. ft. PK Blender 316 SS  
3.6 cu. ft. Prodeux-Henschel Mixer, SS  
800 liter Weller Mixers, SS  
Littelford FKM-200 Mixer, SS (2)  
1750 gal. Reactor 316 SS, 15 PSI Int. 40 psi Jkt  
1000 gal. 316 SS Reactor, 15 & FV/50 psi jkt., 10 HP  
1000 gal. 316 SS Reactor, 100/30 psi jkt., 10 HP

**ATTRACTIVELY PRICED**  
1 - Approx. 51 Sq. Ft.,  
Pfaudler, Wiped Film  
Evapor. 316 SS wetted  
parts ASME Coded.,  
Jacket rated 100 psi  
w/internal vacuum.  
Complete w/flange  
mounted motor to  
Pfaudler TW drive w/  
mechanical seal, lubri-  
cator & Integral heat  
exchanger.  
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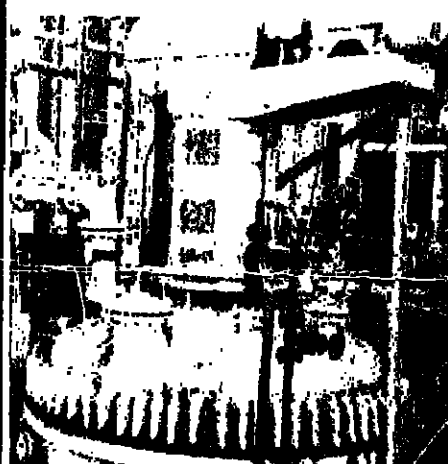
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## **KETTLES-REACTORS, SS**

30,000 gal. 304SS fermentor, 14' x 24', 25 psi vac., coils, 200 HP agit. (4)  
5,000 gal. 304SS, 10' x 24', 25 psi vac., 10 HP agit. (2)  
4,100 gal. 304SS kettle, 10' x 24', 25 psi vac., 10 HP agit. (2)  
3,800 gal. 316SS reactor, 75 psi/FV int., 180 psi jkt. (2)  
1,500 gal. 304SS kettle, 10' x 24', 25 psi vac., 10 HP agit. (2)  
1,500 gal. Pfaudler 316L SS reactor, FV/100 psi, 5 HP agit. (2)  
1,150 gal. 304SS reactor, 15 psi/FV int., 25 psi jkt., 5 HP agit. (2)  
800 gal. 304SS reactor, 75 psi/FV int., 150 psi jkt., 5 HP agit. (2)  
800 gal. 304SS reactor, 300 psi int., 75 psi jkt., coils (3)  
300 gal. 304SS reactor, 150 psi int., 150 psi jkt., 5 HP agit. (2)  
300 gal. 316SS reactor, 75 psi/FV int., 80 psi jkt. (2)  
(50) 316SS and 304SS reactors and kettles from 5 gallons to 400 gallons... call for list.

## **BIG PFAUDLER 316SS REACTORS**

(3) 15,000 gal. Pfaudler, 316SS, 12'0" x 15', 100 psi, 200 psi jkt. Agit.  
(4) 10,000 gal. Pfaudler, 316SS, 11'0" x 12'4", 100 psi, 180 psi jkt. Agit.

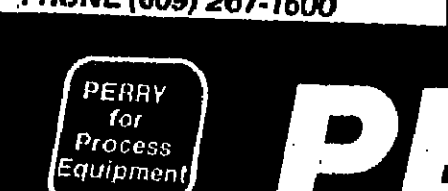
## **REACTORS-GLASS**

2 gal. Pfaudler, 750 psi/FV, 700 psi jkt.  
20 gal. Pfaudler, 35 psi, 100 psi jkt. Agit. (2)  
30 gal. Pfaudler, jkt.  
50 gal. Pfaudler, 25 psi, 100 psi jkt.  
50 gal. Pfaudler, 100 psi vac., 85 psi jkt., agit., 1075  
150 gal. Pfaudler, 25 psi vac., 90 psi jkt., agit.  
300 gal. Glasco, 25 psi vac., 90 psi jkt., agit.  
500 gal. Pfaudler, 100 psi vac., 90 psi jkt., agit.  
140 gal. DeDrieh, 85 psi vac., 105 psi jkt., 5 HP agit.  
750 gal. Pfaudler, 25 psi, 85 psi jkt., 5 TW agit.  
1,000 gal. Pfaudler, 100 psi, 90 psi jkt.  
1,000 gal. Pfaudler, 75 psi vac., 90 psi jkt., 10 HP agit.  
1,500 gal. Pfaudler, 100 psi vac., 90 psi jkt., 1981.  
1,500 gal. Pfaudler, 100 psi vac., 90 psi jkt., 25 HP agit.  
2,000 gal. Pfaudler, 100 psi vac., 90 psi jkt., 15 HP agit.  
2,500 gal. Pfaudler, 150 psi, 90 psi jkt., 25 HP agit.

## **NEW LIQUIDATION CHEMICAL/POLYMER PLANT...ILLINOIS...BUY BEFORE REMOVAL AND SAVE!!**

Bird 32" x 50", centrifuges, 316SS, contour (2)  
Walex 8" Extruder, 700 HP, 30:1 L/D (5)  
Walex 6" Extruder, 400 HP, 30:1 L/D (2)  
Conair 24" pelletizer, 40 HP (2)  
Renneberg 5' x 25' 304 SS rot. hot air dryers, 10 HP, (3)  
Sweco & Kason 60" screens, SS (2)  
K-Tron 7000#/hr. twin screw volumetric feeder, SS, (5)  
Pfaudler 1,500 gal. 316L SS reactor, FV/-180 psi 5 HP agit. (2)  
Pfaudler 10,000 gal. 316L SS reactor, 150 psi/FV int., 180 psi jkt., hyd agit (4)  
Worlth Plant air comp., 323 CFM @ 125 psi, 75 HP, Model #4-BB-2 (2)  
17,000 gal. & 12,000 gal. 316 SS Tanks (3)

PHONE (609) 267-1600



## **DRYERS**

Blaw Knox 6'4" x 40' 55 vac. dryer, 600 cu. ft.  
Blaw Knox 36" x 20' vac. dryer 316L SS, 72 cu. ft.  
Blaw Knox 66" x 36" vac. dryer, nickel  
Methia 24" x 48" flaker, chrome plated  
Sandvik 48" x 24" SS belt flaker, UNUSED  
Sargent 60" x 45' conveyor dryer  
Stokes 8" x 11' drum flaker  
Blaw Knox 32" x 60" dbl. drum  
Bufflovak 42" x 120" dbl. drum, 160 psi  
Aeromatic 25T-5 fluid bed dryer, 5/10 KG  
Witte 36" x 10' fluid bed, SS, semi-cooler  
Stokes 36 sq. ft. Lyophilizer freeze-dryer  
Renneberg 36" x 20" rotary dryer, 316 SS  
Renneberg 5' x 25' 304SS rot. hot air dryers, w/cyclones, etc. (2)  
96" x 50' Louisville SS rotary dryer  
10' x 100' GATX rot. steam tube dryer, 304SS  
P-K 5 cu. ft. vac. dryer, 304SS  
P-K 20 cu. ft. vac. dryer, 304L SS (2)  
Albo 30 cu. ft. 304SS vac. dryer  
Derline 110 cu. ft. 304 SS vac. dryer  
Pfaudler 185 cu. ft. glass-steel vac. dryers (2)  
Albo 325 cu. ft. 316SS vac. dryer  
Derline 370 cu. ft. 316SS vac. dryer  
Derline 584 sq. ft. vac. shelf dryer  
Nile 30" SS spray dryer  
Tubuladle 48" x 7' spray dryer  
Bown 72" spray dryer, SS  
Bown 56" spray dryer, SS  
Tubuladle 48" x 7' spray dryer  
Bown 72" spray dryer, SS  
Bown 56" spray dryer, SS  
38" x 1' Dorr-Oliver, fiber glass 9 sq. ft.  
36" x 1' Ametek, 316 SS, 9 sq. ft.  
40" x 3' Bird-Young, SS, 48 sq. ft.  
4" x 16' Elanco, 316SS, 64 sq. ft., horiz.  
5" x 3' Ametek, SS, 55 sq. ft.  
4" x 14' Elanco, "Elmcomat" polypropylene, UNUSED  
8" x 14' Elanco, SS, 500 sq. ft., precoat  
6" x 10' Dorr-Oliver, 250 sq. ft., 316SS, precoat  
6" x 12' Elanco, 316SS, precoat, 300 sq. ft., (3)  
8" x 14' Dorr-Oliver, 316SS, precoat, 350 sq. ft. (2)  
10" x 10' Elanco, 316SS, precoat, 314 sq. ft.  
11" x 16' Elanco, SS contacts  
12" x 14' Komline, 304SS, 525 sq. ft., flexibl. diach. (2)  
48" dia. Elanco filling pan, vac. filler, 316 SS

## **FILTERS-VACUUM**

38" x 1' Dorr-Oliver, fiber glass 9 sq. ft.  
36" x 1' Ametek, 316 SS, 9 sq. ft.  
40" x 3' Bird-Young, SS, 48 sq. ft.  
4" x 16' Elanco, 316SS, 64 sq. ft., horiz.  
5" x 3' Ametek, SS, 55 sq. ft.  
4" x 14' Elanco, "Elmcomat" polypropylene, UNUSED  
8" x 14' Elanco, SS, 500 sq. ft., precoat  
6" x 10' Dorr-Oliver, 250 sq. ft., 316SS, precoat  
6" x 12' Elanco, 316SS, precoat, 300 sq. ft., (3)  
8" x 14' Dorr-Oliver, 316SS, precoat, 350 sq. ft. (2)  
10" x 10' Elanco, 316SS, precoat, 314 sq. ft.  
11" x 16' Elanco, SS contacts  
12" x 14' Komline, 304SS, 525 sq. ft., flexibl. diach. (2)  
48" dia. Elanco filling pan, vac. filler, 316 SS

## **FILTERS-PRESSURE**

12 sq. ft. Ametek/Niagara #12 SS  
54 sq. ft. Fonda, SS, jkt.  
65 sq. ft. Artisan "Dynamic" filter/washer, SS (2)  
140 sq. ft. Niagara #36-140 316 SS (2)  
600 sq. ft. U.S. Autojet, 316SS, sanit.  
1000 sq. ft. U.S. Autojet #1000, 304SS  
30" Sperry filter press, 17 cu. ft.  
36" Sperry filter press, 44 sq. ft., hydraulic  
42" Sperry filter press, 77 cu. ft., hydraulic  
48" Sperry filter press, 111 cu. ft.  
48" Sperry ALP recessed filter press, SS, 278 sq. ft.  
48" Clow, polypropylene recessed, 1500 sq. ft.

## **PULVERIZERS**

Mikro #8MA atomizer, 5 HP  
Mikro #8MA atomizer, 5 HP  
Mikro #2DH pulver., SS, 5 HP  
Pulmax #8P8 pulver., 100 HP  
Pulmax #8P8 pulver., 50/75 HP  
Albo porcelain pebble mill, 36" x 42", 36" x 48", 42" x 60", 48" x 80", 80" x 96"  
Raymond 50" S-roller hi-side mill, 1681, UNUSED  
Raymond #6058 H-side roller mill, dbl. whizzer (2)  
Raymond #73612 H-side roller mill, dbl. whizzer

## **NEW LIQUIDATION DRY DETERGENT MFG. EQUIP. ...NORTH JERSEY!**

5-Kieseler dust collectors: 2000, 1400, 535 sq. ft.  
5-Cleveland 120 cu. ft. ribbon blenders, 80 HP  
5-C/C steel bucket elevators  
5-Kieseler bag type dust collectors  
2-Box Filling Lines/160, 120 Boxes/Min.  
1-J.H. Day 200 gal. sigma blade mixer, jktd., 40 HP  
2-Meyrow Pump & BlSSO, GHP  
2-FMC-Stokes form, fill & seal units  
2-Erfex #82B vibratory feeder, SS, 60" x 18" x 24" UNUSED  
1-Hesser volumetric powder carton filler  
2-Standard-Knapp cone gluers  
1-Herscoville dust mixer  
1-200 gal. SS tank, jkt., & agit.



## **CENTRIFUGES**

Over (50) Bird & Sharples decanters  
Sharples P-5400 D-Canter, 316SS, Carbide tiles, late (2)  
Sharples P-3400 D-Canter, 316SS, Carbide tiles (2)  
Sharples P-5000 D-Canter, 316SS  
Sharples P-680 D-Canter, 316SS, back drive  
Bird 12" x 30", 316SS, Decanter, 20 HP  
Bird 18" x 28", 316SS, Decanter (3)  
Bird 18" x 42" Decanter, steel, 10/30  
Bird 24" x 38" Decanter, 304SS, contour-10  
Bird 24" x 38" Decanter, 316SS, contour (3)  
Bird 24" x 60" Decanter, steel  
Bird 24" x 80" Decanter, SS, 125 HP  
Bird 24" x 98" decanter, 304SS, carbide tiles, 1981, UNUSED (3)  
Bird 32" x 50" Decanter, Monel, contour (2)  
Bird 32" x 70" Decanter, 304SS, contour  
DeLaval NX12-31B Decanter, 304SS, 20 HP (2)  
Sharples AS16V "Super", SS (5)  
DeLaval GPRV 215 SS, 316SS separator/dewatering (3)  
Westfalia SAMM1507, Decanter, 316SS  
Westfalia SA1435-076 3-way separator, 316SS  
UNUSED (3)  
Bird 32" x 50" Decanter, Monel, contour (2)  
Bird 32" x 70" Decanter, 304SS, contour  
DeLaval NX12-31B Decanter, 304SS, 20 HP (2)  
Sharples AS16V "Super", SS (5)  
DeLaval GPRV 215 SS, 316SS separator/dewatering (3)  
Westfalia SAMM1507, Decanter, 316SS  
Westfalia SA1435-076 3-way separator, 316SS  
Krupp 10" pusher, 316SS, 15 HP  
Baker Perkins 19" pusher, 304SS, 40 HP  
Sharples 48" T-1800 auto-basket, 100 HP  
Tolturn 48" batchmaster, rubber lined, 30 HP  
Sharples 48" Tornado-Helic, SS, 25 HP  
DeLaval 48" Mark 111, 316SS  
CENTRIFUGE PARTS... Sharples, Bird, DeLaval, etc.

## **EVAPORATORS**

2.4 sq. ft. Rodney-Hunt SS, 3 HP  
21 sq. ft. Rodney-Hunt, 304SS, 4 SS  
67 sq. ft. Rodney-Hunt, 304 SS, Turbomix  
100 sq. ft. Pfaudler, 316L SS, wiped film  
600 sq. ft. Gossin-Birmingham dbl. effect, SS  
854 sq. ft. Bufflovak dbl. effect, SS  
1688 sq. ft. Roger dbl. effect, SS  
Swenson 316SS continuous crystallizer, 9" x 14"

## **TANKS & VESSELS**

30,000 gal. 304SS, 14' x 24', coils, 200 HP agit. (4)  
20,000 gal. 304SS, 12' x 24' (2)  
17,000 gal. 304SS, 11' x 24' (3)  
17,000 gal. 316SS, 14' x 13', Agit. (2)  
12,000 gal. 316SS, 12' x 14', Agit. (5)  
10,500 gal. 316 SS, 8' x 25'  
10,400 gal. 304SS, 10'6" x 16', agit.  
8,000 gal. 304SS, 10'6" x 12'  
5,000 gal. 304SS, 9'6" x 25' HP agit.  
3,500 gal. 304SS, 8' x 9'  
3,000 gal. 304SS, 7' x 10', agit.

## **MIXERS, BLENDERS**

3.5 cu. ft. Henschel #F1M50, 17/20 KW  
11.5 cu. ft. Henschel #15A55, 92/48 HP  
13.7 cu. ft. Lodge #W600/K1000, mix/cool comb.  
16 cu. ft. Strong-Scott 304SS ribbon blender (3)  
20 cu. ft. B-K twin shell SS  
35 cu. ft. Day Nauta, #NBX350, SS  
50 cu. ft. Genco, TW SH, SS, SS  
69 cu. ft. Patterson dbl. cone, SS  
70 cu. ft. Day Nauta, #N8700, 10 HP  
75 cu. ft. Day Nauta, SS, jkt.  
75 cu. ft. Robinson SS ribbon blender, jktd. (2)  
98 cu. ft. Day Nauta, SS, 1081  
110 cu. ft. J.H. Day, dbl. ribbon, 316SS  
120 cu. ft. Cleveland ribbon blenders (5)  
144 cu. ft. 304SS dbl. ribbon blender, 30 HP  
168 cu. ft. Pfaudler, dbl. cone, glass steel jktd., vacuum  
230 cu. ft. Vynol, ribbon, SS  
316 cu. ft. Spaul-Waldran ribbon blender, SS, jktd.



(2) Sharples P3400 D-Canter, 316SS, back drive, little use since rebuilding!

## **NEW & UNUSED PROCESS EQUIP., 1982, IN ORIGINAL PACKING... SOUTH CAROLINA, CALL Phone (609) 267-1600**

BALERS, Dispozapak #D800 balers, (2)  
BAG PACKER, Howe-Richardson #G-5-17 seal automatic bagging system SS contacts  
BINS, 304L SS contacts, 1300 cu. ft./720 gal.

## **CENTRIFUGE, Bird 24" x 98", 304SS, Model 13 solid bowl continuous, 10 deg. contour bowl Tungsten carbide tiles on conveyor, 150 HP**

## **CHLORINATION SYSTEM, Wallace & Tiernan COLUMN, 46" dia. x 15'9", 304SS CYCLONE, DuCon Model 700/175 304SS high efficiency cyclones, size 210, Type VM (8)**

## **DRYERS, Nooter 4' x 14' rotary vac. dryer, 316L SS shell and jacket, incoloy ribbon agit. ASME 100 psi/FV int. & jacket, 100 HP**

## **FEEDERS, Acrlson gravimetric weigh feeder, Model 403-15,000-3,000-BD-4, 304SS FURNACE, C-E Air Co. "Cor-Pak" thermo dryers, direct gas fired MIXER, Air mix blender system, Koppers-Spaul Waldran #36-50, 500 cu. ft., 304SS MIXERS, Webb, 59" W x 15'1, twin shell paddle mixers or pug mills, 304SS contacts, (2) PACKAGING SYSTEM, design to fill bags, palletize, shrink wrap, etc. automated system. PULVERIZERS, Mikro #4TH pulverizers, 125 HP drive, (15)**

## **NEW LIQUIDATION... POLYMER COMPOUNDING PLANT...SOUTH CAROLINA...TO BE SOLD AT "ACTION SALE" THE WEEK OF OCTOBER 27, ON SITE AT CANTRETT, N.J. FOR DETAILS, CALL MARK ISRAEL @ (609) 267-1600**

## **(2) Munson 300 cu. ft. blenders, 104" dia. #TS-300GB**

## **(1) Munson 110 cu. ft. blender, 80" dia. #700/110**

## **(2) Munson 90 cu. ft. blenders, 80" dia. #7TS90**

## **(2) 400 cu. ft. Gruendler ribbon blenders**

## **(2) 215 cu. ft. Cleveland ribbon blenders**

## **(2) Ehrlich 10' dia. intensive mix millers, motorized pan and millers**

## **(2) Komline dbl. cone blenders; 320 cu. ft. (10' dia.), 69 cu. ft. (6' dia.)**

## **(3) Gruendler hammermills, 150 HP, 1880**

## **(2) Gruendler hammermills, 100 HP and 80 HP**

## **(1) Mikro #8D atomizer pulverizer, 30 HP**

## **(1) Mikro #4TH pulverizer, 30 HP**

## **(2) Saw tooth breakers/crushers**

## **(2) St. Regis baggers**

## **(1) "Push-Pull" railcar unloading system**

## **(25) Flexkleen, Dustex, etc., bag type dust collectors**

## **(1) Handling system w/(2) 2000 lbs. elevators, 80' powered roller conveyor, etc. ALSO...laboratory with lab apparatus, scales, equipment, etc.; motor control center units; Gardner-Denver air compressor; etc., etc.**

## **BIG SAVINGS...FIRST COME, FIRST SERVED...CALL (609) 267-1600**

## **EQUIPMENT CO. INC. WORLD HEADQUARTERS... Box "O", Hainesport, New Jersey 08036 Phone: (609) 267-1600 • Cable "PERRY" • Telex 84-5497**

## **COFFEE PLANT Texas Liquidation**

- (4) 48"x30" Western States Basket Centrifuges, Stainless, 60 HP
- (2) 175 Sq. Ft. Flex-Kleen Pulse Dust Collectors, Stainless
- (4) Fitzmills MDL FASO-20, SS, with Spare Parts
- (2) 500 gallon, SS Reactors, 42"x6'0", 10 HP
- (2) 30"x14'6" SS Vibrating Feeders, 1-Deck, 1 HP
- (5) Rotex Screens, SS, 42"x84", Single Deck
- (23) 6"x72" Rotators, MDL COB-327, Nickel Cyl., With 10, 15 & 20 HP Drives
- (4) Manton Gaulin Homogenizer, SS, 2 HP, 3000 PSI
- (3) Air Compressors, C/P MDL Y-CBO-82, 125 HP, 700 CFM, 100 PSIG
- (5) York Turbomaster Refrig Compressor, 900 HP
- (2) York Turbomaster Refrig Compressor, 500 HP
- (6) 250 gallon, SS, Open Top Tanks, Jktd., Coil
- (2) 300 gallon Tanks, SS, Jacketed
- (4) 500 gallon Tanks, SS, Jacketed
- (4) 880 gallon Tanks, SS, Jacketed
- (2) 750 gallon Tanks, SS, Jacketed
- (3) 400 gallon Tanks, SS, Jktd., W/1 HP Agitator
- (1) 400 gallon Tank, SS, Jacketed
- (2) 80" Single Deck SS Sweco Screen
- (34) Kinney Model 550, CS, Vacuum Pumps, 30 HP

**LOUISIANA CHEMICAL EQUIPMENT COMPANY**  
P.O. Box 1490 LaPorte, Texas 77571  
(713) 471-4900 Tlx 77-5653

## **MUST MOVE**

DURCO MDL 60HC636 Pressure Leaf Filters, CS, rated 55 PSI at 300 Deg F., 22 Leaves. 1981. (2) available. (Item #27508).

R.P. ADAMS MDL IWF Cartridge Filter, CS, 80 GPM, 110 PSI, 1870, Quick Open Top, 42"x7" Vertical. (Item #27517).

BIRD Pusher Centrifuge, T316SS, 40 HP Drive. (Item #27527).

ORIAN MDL AD-01 Air Dryer, 500 SCFM at 100 PSIG, Complete with receiver. (Item #27518).

LOUISVILLE Steam Tube Dryer, T316L SS Clad, 6'x40', new 1980. (Item #27528).

ABBE Pebble Mill, 3 HP, Stainless. (Item #27584).

TAYLOR STILES MINI, MDL LTS-0686B 15 HP, (Item #27582).

CUMBERLAND Size 6 Grinder. (Item #27573).

CUMBERLAND Pelletizer, 5 HP, (Item #27515).

WELDING ENGRS MDL HT2000, Twin Screw Extruder, 128 HP Drive. KYNAR Process (Item #27516).

850 Gallon, Dimple Jacket REACTOR 54"x8'6", SS, 1/2 HP Agitator, also with DBL Turbine. (Item #27561).

CARRIER MDL 1754016885 Refrigeration Compressor. 1750 HP. (Item #27568).

**EQUIPMENT INVENTORY SYSTEM**  
We couldn't find the computer inventory system we needed so we developed it ourselves. Now we're making it available to the industry. It's an equipment inventory system with a unique query capability that allows you to find a specific item by size or functionality. It runs on an IBM/PC and just like the PC it's within everyone's price range. Call Jim Balkum, Computer Division, (718) 471-4900

## **POTASSIUM CHLORATE VACUUM CRYSTALLIZER**

1649 LBS/HR of Potassium Chlorate Crystals  
1626 #/HR of Steam at 145 PSI  
New 1978

## **CRYSTALLIZER BODY-66" OD x 26'2" S/S, 29'2" OAL, Titanium, 16" Vapor Outlet, (2) 18" Manways, 10" Liquid in & out.**

## **STEAM EJECTOR SYSTEM-28V Sq Ft, CS/304/CS (26) 3/4" x 6' 304SS Tubes, 20FV/75 PSI at 200/150 Deg F.**

ALSO-1595 Sq Ft, CS/304/CS, (498) 3/4" x 16' 304SS Tubes, 20FV/75 PSI at 200/150 Deg F.

ELBOW PUMP-1600 GPM at 8' TDH Lawrence, 8x8, Titanium, 10 hp drive at 1750 RPM. Pump 1509 RPM. Vacuum Pump-Kinney Model KLRC-20, 15HP

WITH ACCESSORIES AND ALL DOWN LINE EQUIPMENT

## **SODIUM CHLORIDE - SODIUM CHLORATE DOUBLE EFFECT EVAPORATOR & CRYSTALLIZER SYSTEM**

23,000 #/HR of H2O Evaporated  
14,900 #/HR of 20° Brix Steam  
CRYSTALLIZER-8,000 #/HR

1ST EFFECT EVAPORATOR-Top Section 96" OD x 90' S/S; 5/16; Monel, Bottom Section-114" x 84" S/S; 5/16; Money, 31"11" OAL.

HEATER-820 Sq Ft Exchanger, CS/Monel, (392) 1" OD x 8' Monel Tubes, 1 1/2" Triangular Pitch, 20FV/150 PSI.

ELBOW PUMP-4500 GPM at 6' TDH, Ingersoll Rand Model 16APL, 20 HP Drive

2ND EFFECT EVAPORATOR-10'ID x 9'6" S/S with cone bottom, Monel, 3/4" thick.

HEATER-820 Sq Ft Exchanger, CS/Monel, (392) 1" OD x 8' Monel Tubes, 1 1/2" Triangular Pitch, 20FV/150 PSI.

ELBOW PUMP-3500 GPM at 5' TDH, Ingersoll Rand Model 16APL.

CRYSTALLIZER BODY-Top Section 6'0" x 108" S/S; Main Body 138" x 95" S/S; Bottom Topper 88" x 32" OAL, 316 ELC Stainless Steel.

ELBOW PUMP-2500 GPM at 6' TDH, Ingersoll Rand Model 14APL.

WITH ACCESSORIES AND ALL DOWN LINE EQUIPMENT

**Videx Machinery Corporation**  
P.O. Box 345 CHM FL Washington, PA 15354 Telex 871488 VIDEX UW

**CENTRIFUGES**  
Bird 4080 Horiz. Bowl 316 LSS 114:1  
Bird 36" x 72" horiz. Solid Bowl SS  
KRAUSE-MAFEE 18.5" pusher S/S (rebuild)  
SHARPLES P-3400 horiz. Solid Bowl S/S  
SHARPLES P-4000 S/S vert. (Rebuild)  
SHARPLES AS-16, 16V SS Clarifier (Rbt.)

**DRYERS**  
370 cu. ft. S/S Conical Vac. Dryers  
Spray Dryer, Bowen 30" lab, Niro 48" utility S/S  
Bowen 4" x 2' Tower Spray Dryer S/S gas  
Krause-Mafee 18.5" rot. hot air steam

**MIXERS**  
P/K 10, 30, 60 & 75 cu. ft. Tw. Sh. S/S W/L.S. Bar  
135 cu. ft. dbl. ribbon agit. jkt.  
70 cu. ft. dbl. ribbon S/S jkt.  
J.H. Day 35 cu. ft. S/S Nauta 3 H.P.  
80 HP gal. S/S D/ARM Mixer Jkt W/Drive  
(2) Vico 100 cu. ft. S/S Nauta Mixers

**FILTERS**  
FEINC 2x3, 5x7, S/S Rot. Vac. String  
SPARKLER 450 sq. ft. S/S Horiz. tank sanit.  
Sperry 36x36 psi press 75 chambers  
35, 50, 150, 300 sq. ft. Press Leaf S/S & STL  
12", 16", 24", 42", P/P Presses C/L poly or S/S  
Niagara 342 Sq. Ft. Filter SS hor. tank  
4'x20' Straight Line Filter SS 7.5HP w/access.

**SPECIALS**  
2000 Gal. Pfaudler G/L Reactor 15 HP agit & Baffle  
SHARPLE







# CHEMICAL PROFILE CAPROLACTAM

OCTOBER 13, 1988

## SUPPLY

### PRODUCER

Allied, Hopewell, Va.  
BASF, Freeport, Tex.  
Nipro, Augusta, Ga.

### CAPACITY\*

580  
360  
180  
Total 1,080

\*Millions of pounds per year. Allied uses phenol as its feedstock, while BASF and Nipro employ cyclohexane. Allied will incrementally expand the Hopewell capacity to 800 million pounds by 1990. Nipro has 180 million pounds of idled capacity at Augusta. Nipro is an entirely merchant supplier. Allied and BASF use the bulk of their output for nylon production. Profile last published 10/24/83; this revision, 10/13/86.

## DEMAND

1985: 1,021 million pounds; 1986: 1,070 million pounds; 1990: 1,200 million pounds.

## GROWTH

Historical (1976-1985): 3 percent per year; future: 3 percent per year through 1990.

## PRICE

Historical (1952-1986): High, 83c. per pound, molten, f.o.b. works; low, 24½c. per pound, same basis. Current: 62c. to 65c. per pound, divd., same basis.

## USES

Nylon 6 fibers, including monofilament, 87 percent; nylon 6 resins and film, 10 percent; exports, 3 percent.

## STRENGTH

Demand for nylon carpet, the largest market for nylon fibers, is strong this year, the result of a booming housing market. Nylon resins consumption, paced by automotive applications, is growing 7 percent annually. On-line capro capacity utilization is virtually 100 percent.

## WEAKNESS

Falling oil prices this year has driven down the price of capro raw materials phenol and cyclohexane. Caprolactam prices have fallen in line, dropping from about 70 cents per pound, f.o.b., in January to 62 to 65c. per pound, delivered, at present.

## OUTLOOK

Carpet growth is expected to slow to 2 percent annually through the decade. However, the nylon resins market will continue to post good growth rates, especially since US auto markets are incorporating more plastic parts into auto bodies. Demand will continue to strain capacity. Restarting Nipro's idle capacity will help meet demand and both Allied and BASF could add more capacity.

# R&D Emphasis Is Major Shift For Management

The emergence of technology as a key factor in business on a world scale has had a marked effect on management attitudes and industrial strategy. So says Dr. Douglas E. Olesen, executive vice-president and chief operating officer of Battelle Memorial Institute.

Speaking before the International Congress on Technology and Technology Exchange held in Pittsburgh last week, he said, "Science, technology and innovation are at the heart of doing things better and smarter, that is, improving productivity and solving human problems in new ways."

"The global economic order of the 1980's," according to Dr. Olesen, "is far removed from the more predictable conditions of just two decades ago. In the mid-1980's, over 75 percent of the world's technology was generated in the United States. Today, only about 50 percent of the world's new technology is American and that is predicted to fall to about 35 percent by 1995."

## R&D SPENDING UP

In describing the current competition for new technology, he pointed out that spending for R&D is up in the United States, in Japan, and throughout the industrialized world. In the United States, for the past several years R&D spending by US industry has averaged an increase of at least 5 percent a year.

Looking at present trends and at the future, Dr. Olesen says, "I believe we will see more of the same. I do not see the demand for technology leveling off or settling down. What I do expect is that many companies will become better organized and more adept in acquiring technology they can use in a profitable way. They simply are going to have to be more market-driven, innovative, and flexible to survive and prosper in today's highly competitive global environment."

The Battelle executive identified some of the characteristics of the current era as: the rapid and diverse movement of technology throughout the world, the movement of people with technical expertise within companies and from one company to another, and a faster cycle in bringing products from the laboratory to the marketplace.

"Business leaders see new products as the key to diversification and thus, the way to avoid being suddenly overrun by new technology and ending up with a company with neither markets nor options for the future. Leaders also are scrambling for technology leading to specialty products. There is a great deal of emphasis in some companies in finding a unique niche in the market for specialty products—as opposed to commodities and products available from various sources."

The demand for new products has had a marked effect on the attitude of industrial leaders with respect to their approach to the

acquisition of new technology, according to Dr. Olesen. "Only a few years ago—certainly until the beginning of the 1980's—the management of many companies—particularly the larger ones—never considered looking beyond their own organization to obtain new technology."

"What we are seeing now is a recognition by leaders everywhere that no company, no matter how large, can rely entirely upon its own internal resources to stay competitive. The world of technology is simply moving too fast, and too many things are happening. The 'Not Invented Here' syndrome so prevalent in research centers and boardrooms in America and in other industrialized western nations is now a thing of the past."

He cited a number of approaches that companies are using to acquire new technology. One, he said, is to become a limited partner in venture capital partnerships created to invest in new and existing technically-oriented companies. Typically, the kinds of companies in which the partnerships invest are small ones on the leading edge of technology. For companies investing in such partnerships, it is a way of gaining a "window" on new technology.

Another approach is by acquiring other companies or by mergers.

Still another is through joint ventures and joint projects. Illustrative of this are the joint ventures between General Motors and Daimler-Benz to produce diesel engines and between General Electric and PPG to produce reinforced thermoplastic composite sheets for automobiles and appliances.

Another method cited by Dr. Olesen is one involving large cooperative research programs supported by many companies. The number of these programs has grown significantly in both the United States and Europe.

He emphasized that, in addition to companies reaching outside their own organization, "a good deal is happening internally to generate technology and to do so more quickly. We are seeing a whole new attitude in some companies—an attitude that encourages ideas and a supportive system to evaluate and develop them. Many companies—particularly larger ones—have set up mechanisms within the organization to encourage employees with an entrepreneurial spirit."

"Probably the best news in all of this," he observed, "is that there is no shortage of ideas. There is in good supply. But selecting the right ones and successfully developing them are difficult tasks. Companies need to muster all of the expertise they can—inside and outside—to carry out the selection process."

"Selecting ideas for development and generating new technology," he said, "calls for a keen sense of investment at the highest management level. Some technology development may represent a short-term investment, but much of it is a long-term investment requiring as many as ten years for a return. Successful commercialization takes a lot of expertise, sound judgment, faith, perseverance, and patience."

Dr. Olesen concluded his speech with a look at the US in the years ahead with respect to technology leadership. "I believe we will enjoy more than our share of success."

# JOBS & PEOPLE



Leonard Sie, who has been elected vice-president and general manager of the Bulk Gases Division of Liquid Air. Mr. Sie will have full responsibility for sales, marketing, production and distribution of the bulk gases segment.

## DeWitt Elects New President and VP

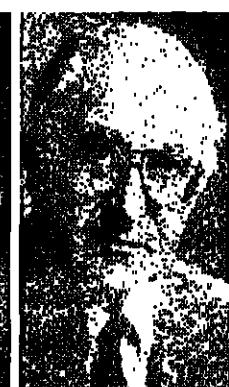
DeWitt & Company Inc. has named William C. Bowman president and Peter J. Jordan senior vice-president of its olefins business.

As president, Mr. Bowman will have primary responsibility for DeWitt's olefin consulting.

Mr. Jordan was formerly employed by the Dutch/Shell group of companies, most recently as a representative in Eastern Europe. He will be heading up the European division of DeWitt's olefins business.



W. Bowman



P. Jordan

RICHARD F. BINGHAM has been named director of licensing and joint ventures for the Emulsion Polymers Division of Reichold Chemicals, Inc. ROBERT A. NAGY has been appointed Eastern regional sales manager of Pennwalt Corporation's organic chemicals division. ROBERT W. BARRENTINE has been named regional sales manager of Nalco Chemical Company's water treatment chemicals group.

STEVEN F. KRAUS has been appointed controller for Bee Chemical Company of Lansing, Ill. KISKA THOMPSON has been named sales representative in the Southeastern territory for Syntex Agribusiness. RICHARD KENYON has been named vice-president of operations for Foamfab, Inc., responsible for



R. Bingham



R. Nagy



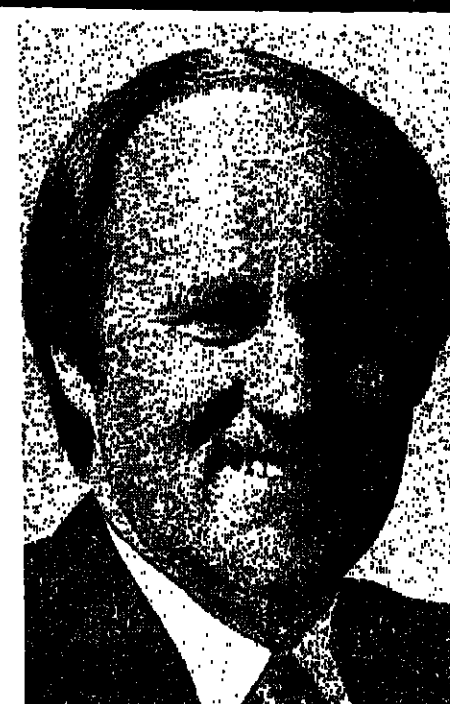
R. Barrentine



S. Kraus

E. GARY COOK has been appointed vice-president of corporate plans at E.I. du Pont de Nemours & Co. EVERETT W. CAMPBELL has been named director of production for Goodyear's Chemical Division.

THOMAS B. MACRURY has been elected corporate staff vice-president of research at



Leonard Sie, who has been elected vice-president and general manager of the Bulk Gases Division of Liquid Air. Mr. Sie will have full responsibility for sales, marketing, production and distribution of the bulk gases segment.

International Minerals & Chemical Corporation. JAMES R. LIETO has been named vice-president and general manager of the "Ortho" Consumer Products Division at Chevron Chemical Company. NEALE H. BYRNES has been appointed vice-president of operations at Liquid Carbonic Specialty Gas Corporation.

ANTON M. HENSHAW has been named manager of containers and packaging in the purchasing department of Witco Corporation. B. CLARE HARRIS has been appointed vice-president of Monsanto Corporation. CHARLENE A. GALVIN has been named director of research and development at Masury-Columbia Company.



K. Thompson



R. Kenyon

## FMC Corporation Names Two Managers

FMC Corporation has appointed William J. Wheeler manager of its Phosphorus Chemicals Division and David D. Eckert general manager of specialty chemicals and group development.

Mr. Wheeler joined FMC Corporation in 1988, and was most recently division manager of citrus machinery.

The specialty chemicals area, which Mr. Eckert will administer, will consist of marine colloids and the food and pharmaceutical products divisions.



W. Wheeler

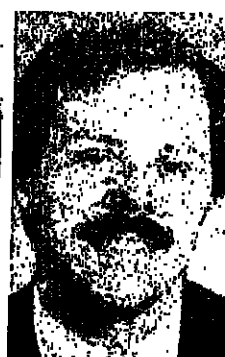


D. Eckert

DAVID CONLEY has been appointed manager of sales and development in the transportation market at Celanese Corporation's "Vectra" business unit. ROBERT KOLB has joined Avco, Inc. as sales representative covering South Carolina, Georgia, Alabama and Florida. FREDERICK B. OLLETT has been elected treasurer at Galx Corporation.



B. Hoffman



S. Dobkewitch

JAMES D. EWEN has been named technical specialist at Physichem Technologies, Inc. He will be based in the Houston area. ROY BUDSOCK has been appointed distributor marketing and brand sales specialist for the Adhesives Division of National Starch & Chemical Corporation.

# MEETINGS CALENDAR

October 13, 1988

## THIS WEEK

DRUG, CHEMICAL & ALLIED TRADES ASSOCIATION, 95th annual meeting, The Breakers, Palm Beach, Fla., October 15-19.

EUROPEAN CHEMICAL MARKETING RESEARCH ASSOCIATION, 1988 conference, "The Chemical Industry Faces its Future," Swire Eurotel, Antwerp, Belgium, October 13-15.

NATIONAL RENDERERS ASSOCIATION, 83rd annual convention, Ritz-Carlton Hotel, Naples, Fla., October 14-18.

SOCIETY OF CHEMICAL INDUSTRY, chemical industry media dinner, Plaza Hotel, New York, October 15.

SOCIETY OF THE PLASTICS INDUSTRY, polyurethane division, 30th annual rigid polyurethane technical/marketing conference, Toronto, Ontario, Canada, October 15-17.

## OCTOBER

AMERICAN ASSOCIATION OF TEXTILE CHEMISTS & COLORISTS, International conference and exposition, October 18-19.

tion, Westin Peachtree Plaza Hotel, Atlanta, Ga., October 28-31.

AMERICAN MICROCHEMICAL SOCIETY, eastern analytical symposium, jointly with American Chemical Society and Society for Applied Spectroscopy, New York Hilton Hotel, New York, October 20-24.

ASSOCIATION OF THE NON-WOVEN FABRICS INDUSTRY, eighth international conference and exposition, Georgia World Congress Center, Atlanta, Ga., October 21-23.

CHEMICAL GROUP, NATIONAL ASSOCIATION OF PURCHASING MANAGEMENT, Fall Conference, Marriott Pavilion Hotel, St. Louis, Mo., October 21-23.

CHEMICAL SPECIALTIES MANUFACTURERS ASSOCIATION, seminar on special technology, Ramada Hotel O'Hara, Rosemont, Ill., October 27-29.

COMMERCIAL DEVELOPMENT ASSOCIATION, impact of mergers and acquisitions on the future of technology-driven corporations, Hershey Hotel, Hershey, Pa., October 28-29.

EUROPEAN PETROCHEMICAL ASSOCIATION, distribution meeting, Hotel Loews, Monte Carlo, Monaco, October 19-22.

FIRE RETARDANT CHEMICALS ASSOCIATION, Fall

conference on proper processing and selection of flame retardants, Kiawah Island, S.C., October 19-22.

## NOVEMBER

AMERICAN PETROLEUM INSTITUTE, annual meeting, San Francisco, Calif., November 9-11.

CHEMICAL MARKETING RESEARCH ASSOCIATION, business school, personal computers in the workplace, Seabrook Executive Conference Center, Princeton, N.J., November 5-7.

COSMETIC, TOILETRY & FRAGRANCE ASSOCIATION, 1988 scientific conference and exhibit, J.W. Marriott Hotel, Washington, D.C., November 2-5.

DRUG, CHEMICAL & ALLIED TRADES ASSOCIATION, Fall luncheon, Waldorf-Astoria Hotel, New York, November 18.

FERTILIZER ROUND TABLE, Sheraton Inner Harbor Hotel, Baltimore, Md., November 17-19.

FRAGRANCE MATERIALS ASSOCIATION OF THE UNITED STATES, 10th international congress of essential oils, fragrances and flavors, Omni Shoreham

Hotel, headquarters hotel, Washington, D.C., November 16-20.

K-88, 10th international trade fair for plastics and rubber, Düsseldorf, West Germany, November 8-13.

LATIN AMERICAN PETROCHEMICAL ASSOCIATION, sixth annual meeting, Rio Palace Hotel, Rio de Janeiro, Brazil, November 23-25.

NATIONAL PAINT & COATINGS ASSOCIATION, 80th annual meeting, Atlanta Hilton Hotel, Atlanta, Ga., November 3-5.

## LATER ON

CHEM SHOW, 42nd exposition of the chemical industry, Jacob K. Javits Convention Center, New York, November 7-10.

CHEMICAL SPECIALTIES MANUFACTURERS ASSOCIATION, 78th annual meeting, Marriott Harbor Resort, Fort Lauderdale, Fla., December 7-11.

NATIONAL ASSOCIATION OF CHEMICAL ENGINEERS, 15th annual meeting, Ritz-Carlton Hotel, Naples, Fla., December 2-5.

# BUSINESS BRIEFS

AIRCO INDUSTRIAL GASES has opened a new liquid helium distribution center in Houston. The facility represents the first commercial liquid helium supply source to be located in Texas. Airco says, and is designed to serve hospitals and health-care facilities that have Magnetic Resonance Imaging (MRI) systems in Texas and Louisiana.

DOW CHEMICAL COMPANY will feature a computer-aided solvent selection system at the 1988 Paint Show, November 5-7, at the Omni in Atlanta, Ga. The computer system will be tied into an interactive database permitting show attendees to enter formulas with up to 10 components on line.

DYNAMIT NOBEL CHEMICALS' microelectronics group has introduced what it describes as the first commercially available organosilanes specifically designed for gold

microlithography processing. The products are chelation-type materials which promote bonding between photoresists and gold substrates.

EASTMAN KODAK COMPANY's Laboratory & Research Products Division has introduced eight enzymes in research sizes, ranging from 100 to 2,000 units, with colipase available in 500 and 50,000 units. The enzymes are: ascorbic acid oxidase, cholesterol esterase, colipase, creatinine iminohydrolyase, diacylglycerol kinase, L-glycero-phosphate oxidase and lactate oxidase.

GENERAL ELECTRIC COMPANY has introduced several calcium-based chemicals made to high-purity levels and in controlled particle sizes. The chemicals include calcium phosphate, calcium oxide, calcium py-

rophosphate, calcium carbonate and calcium fluoride. The chemicals are suitable for specialized applications in the glass, crystal growing, oxide ceramic and plastic industries, GE says.

HOLLAND COLORS INC., a joint venture of Holland Colours Apeldoorn and ICC Industries Inc., will begin production of color pigments and pigment dispersions for the paint, plastic and printing ink industries. The company plans to start production at its Richmond, Ind., plant by the end of this year. All manufacturing was previously done by Holland Colours in the Netherlands.

REICHHOLD CHEMICALS INC. has introduced a high-strength polyester resin that is claimed to provide greater resistance to hydrolytic attack and improved toughness in

fiberglass boat hulls. The new resin, called "Hydrex," is offered by Reichhold's Reactive Polymers Division.

SHELL CHEMICAL COMPANY is opening an automated facility at its Dominguez Terminal in Carson, Calif., that will allow customer tank trucks 24-hour access to computerized loading. The company calls the facility a "breakthrough" in the bulk loading of industrial solvents.

STOLT-NIELSEN says the Norwegian shipowner Arne Blystad A/S will participate in the parcel tanker fleet managed by Stolt-Nielsen, starting in January. Two ships, the Lake Anette and Due Mar, will join the fleet in January, and Blystad has the option to add two more tankers. The addition of these ships will increase Stolt-Nielsen's parcel tanker pool to 43 ships.